PensionsProfiler

User Guide

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Introduction

Pensions Profiler is a unique software system designed to assist with pensions research and justification. Unlike other general best advice systems designed to help "tick the box", Pensions Profiler is client, premium and product specific. The system holds data for over 12,000 funds and is updated on a monthly basis.

Pensions Profiler incorporates a "Switching" facility, which is the ultimate comparison and report writing system for advisers reviewing existing individual pension contracts. The system produces a client friendly report, which clearly lays out the issues to your clients.

Pensions Profiler Professional

Pensions Profiler Professional is an enhanced version of the system which allows users to create their own custom products for use within Switching, Projections and Combined Results Profiles.

The Professional version is of particular interest to advisers involved in the wrap, SIPP and group personal pension markets, where the charging structure may be unique from policy to policy.

User Guide

This guide has been designed to complement the help system and quick tour facility available within Pensions Profiler and will ensure you obtain the best results from your system.

An electronic version of this guide is available from the O&M website together with a list of frequently asked questions. Visit www.omsystems.co.uk for more information.

How To Contact O&M

Email

For support issues, email us via the link in "Help" "About…" and select the "Support" tab. Using this method will enable us to assist you quicker.

Phone

Please use the numbers shown below to contact the relevant department.

0845 490 1010 User Support
0845 490 1155 Sales
0845 490 1166 Accounts
0845 490 1100 Switchboard

Other Products & Services From O&M

In addition to Pensions Profiler, O&M also offer:

TransferAdviser

Transfer Adviser is a split commission, regulated service created to satisfy demand from our customers who are unable or unwilling to offer advice on occupational transfers. This service is the largest of its kind in the UK.

TransvasProfiler

Transvas Profiler is an essential software package for those regularly involved with transfers from final salary schemes. O&M's reports use graphs to compare benefits, which enable your clients to fully appreciate the alternatives available. The software is the market leader and is used by the majority of large networks, national brokers and benefit consultants.

TransferBureau

Our Transfer Bureau provides reports from the Transvas Profiler system to IFAs. This service appeals to two types of IFA firms:

- IFAs who advise on the occasional final salary transfer and cannot justify the rental of the Transvas Profiler software.
- Transfer specialists advising regularly on final salary transfers who prefer to let O&M's experienced staff gather the scheme information from trustees.

SchemeSolutions

Occupational pensions are complex and often expensive for employers. In addition scheme members may also have doubts about the security of their pension. O&M's range of Scheme Solutions make us the ideal partner for employers, scheme trustees and advisers, transfer specialists and scheme members.

For further information regarding any of O&M's products or services, please contact our sales department on 0845 490 1155 or visit www.omsystems.co.uk.

Quick Start Guide To Pensions Profiler

For convenience, shortcuts for the most commonly used features have been provided. A description of each is shown below.

Switching	Compare existing pension plans with others available.
Projections	Obtain the correct mix of past performance and charges for clients on a case specific basis.
Past Performance	View the history of unit linked funds.
Breakdown of Fund Assets	View the asset allocation for the majority of with profits and managed funds.
Product Sourcing	Create “Product Sourcing Filters” to filter products of key importance.
Combined Results	Compare the competitive position of individual products relative to others.
With Profits Ratings	Detailed information on with profits funds.
With Profits Performance	Comprehensive information on bonus rates and past performance.
Product and Fund Info	View product and fund information for all products.
Help	Access the help system.
Print	Displays the print options for the current window. Create PDF documents to send via email.
Logout	Allows the current user to logout without restarting Pensions Profiler.
Exit	Exit Pensions Profiler.

Logging In

Pensions Profiler Login Wizard on First Launch

During the installation of Pensions Profiler, users are required to enter their Client Access Licence. This licence is registered upon first launch of the application by connecting to the internet. Once the licence has successfully registered the user will be prompted to create your Pensions Profiler Login. This is only applicable if multiple Client Access Licences have been purchased.

The process will begin by welcoming you to the Pensions Profiler Login wizard.

Pensions Profiler Login Wizard
Welcome to the Pensions Profiler Login
This wizard will help you in creating your Pensions Profiler Login. This requires you to complete a few simple steps in order to do so. Please click the Next button to continue.
< Back
Next >
Finish >>|

After clicking Next the application will match the Client Access Licence with the user information O&M have recorded. The User Detected will be displayed on screen. If the name is correct, click Yes.

Pensions Profiler Login Wizard
Step 1: Confirm Your User Identity
The system has detected the user detailed below. Please confirm if this is correct by clicking on the Yes/No buttons.
User Detected: Joe Bloggs
No
Yes
Finish >>|

If the User Detected is incorrect, click No. A list of all the available users that have not yet been selected for registration is displayed. Select the appropriate Report Display Name and click OK.

If your name does not appear in the list, click Not On List. This will provide you with contact details for O&M Support.

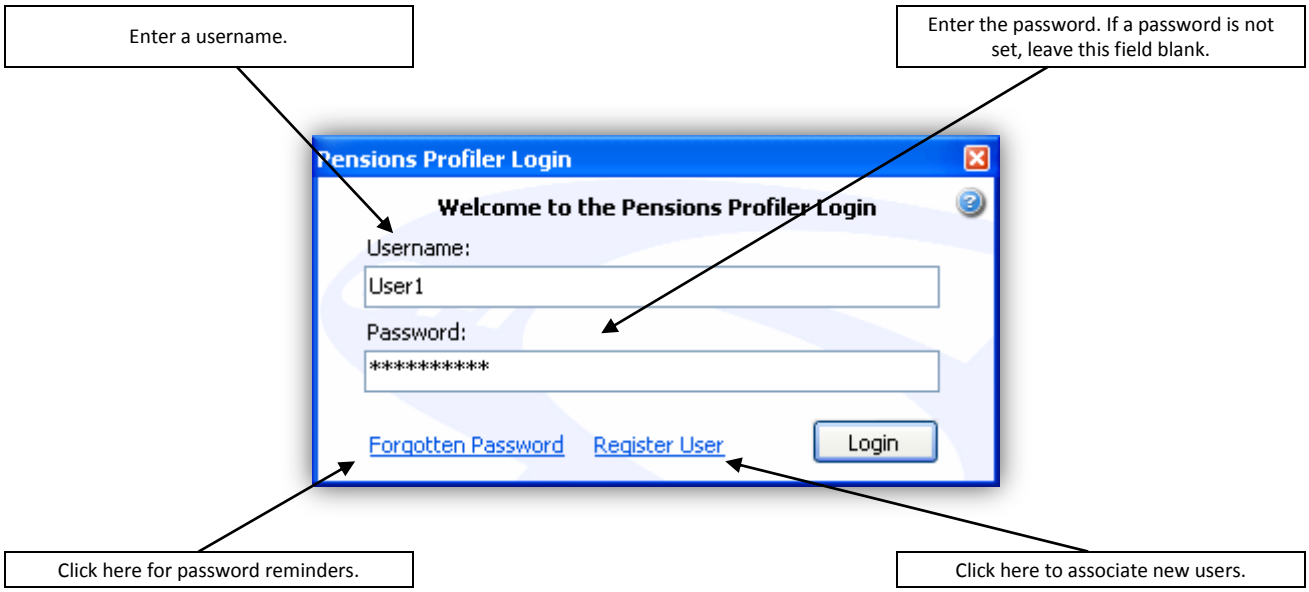
Once you have accepted your Report Display Name, you will be required to create a Username and an optional Password. You can specify any username and password you would like to use for Pensions Profiler. It is important that you remember them as you will be required to login to Pensions Profiler each time you want to use the application. If you would prefer not to specify a password, simply click Finish.

If you enter a password, the wizard will ask you to confirm your password before clicking Finish.

Each subsequent launch of Pensions Profiler will display the Login Screen and require you to login using the details you specified during the Wizard.

Login Screen

When Pensions Profiler starts in a multiuser environment, the login screen is displayed to allow registered Client Access Licence (CAL) holders to access the system. For single user systems, there is no requirement to login.



Register User

The Register User link allows new users to be associated with the system.

If your report display name is not shown on the Registered CAL Holder List, please contact Support on 0845 490 1010 for further information.

Logging Out and Changing Paraplanner Permissions

The Log Out icon will log the current user out Pensions Profiler, but not close the software.

Where Pensions Profiler is being used by a paraplanner to create reports on behalf of another user this needs to be reflected on the reports created in the system. By clicking the dropdown list next to the log out icon, the current user can opt to act on behalf of another user.

Further information on setting up paraplanning permissions can be found on page 20.

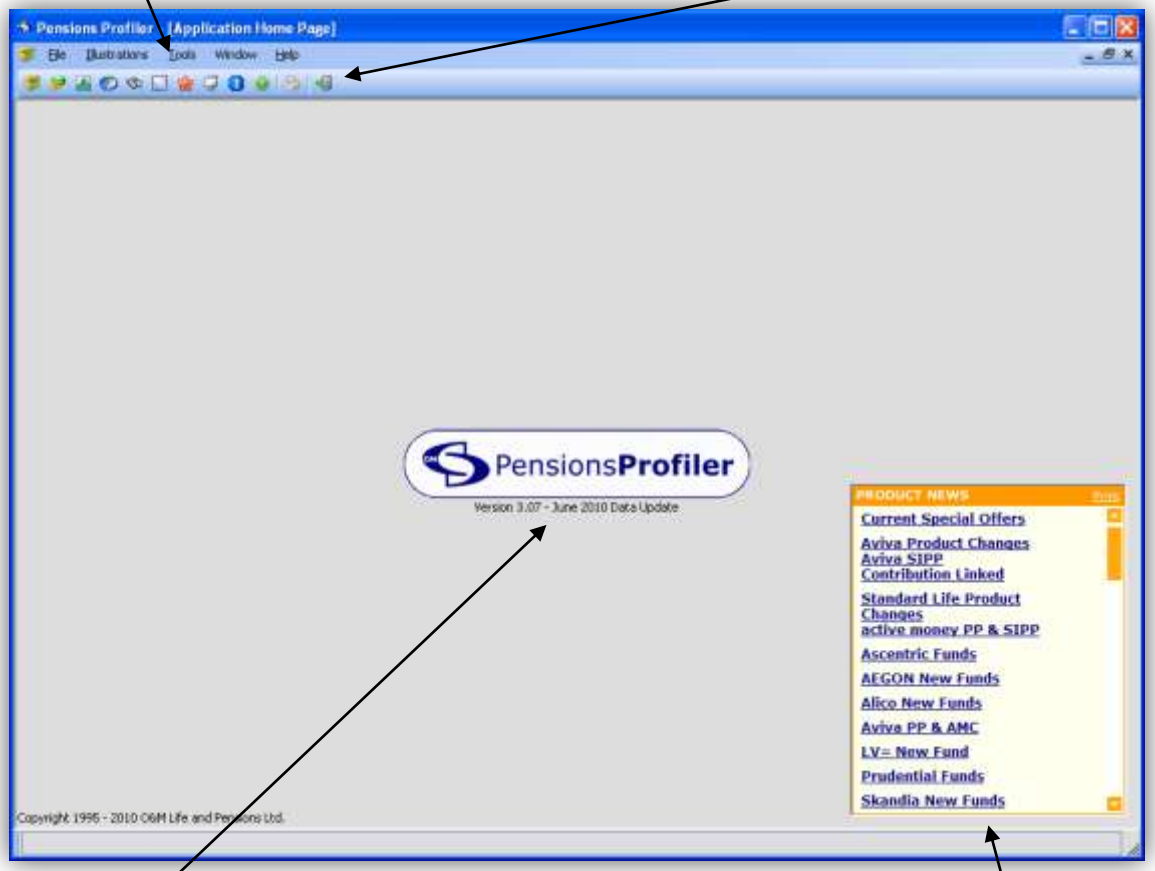
Finding Your Way Around

Main Screen

When Pensions Profiler starts, the following screen is shown.

All system features can be accessed via the main menu.

For convenience, shortcuts have been provided for the most commonly used features.



The version number and current data update.

A summary of product changes and other news is displayed.

Updating

Each time Pensions Profiler opens, the system automatically searches for the most recent data. If appropriate, this is downloaded and indicated on the status bar.

Help

Introduction

The help system can be launched in the following ways:

- By selecting “Help” from the main menu.
- By clicking the help icon.
- By pressing F1.

Accessing the help system via the help icon or F1 method will provide context sensitive help.

Troubleshooting

If you encounter any issues when using Pensions Profiler, please contact our Support Team on 0845 490 1010 or email support@omsystems.co.uk. There are some common issues which can be easily remedied. Please check the list below if you experience any problems when launching Pensions Profiler.

Error Code	Description	Solution
717	Invalid key	During the installation, users must enter their licence keys. If the licence key is entered incorrectly, error 717 will be displayed. To resolve the issue, close and re-launch Pensions Profiler. A prompt will be displayed to allow the user to re-enter the licence key.
637	Timeout during licence check	1. In the system tray (by the clock) look for the **CopyMinder Network Viewer** icon . Alternatively open the Task Manager (Ctrl + Shift + Esc) and find the file "CMNet.exe" in the processes and terminate that way. 2. If present, right click on the icon in the system tray and choose **Terminate**. If there is no icon there, follow the steps below. 3. (Icon not present) Right click O&M Pensions Profiler shortcut on the desktop, choose properties and on the shortcut tab click "Find Target" which should open up a separate window of folders, where Pensions Profiler is installed. 4. Once in this view, open the "CMNet" folder, double click on the **CMNet.exe** file to re-launch the process, re-run Pensions Profiler.
641	Maximum number of simultaneous users reached	This error appears if the maximum number of simultaneous users supported by the current installation. Whilst you may have multiple Client Access Licences (CALs), the number of product licences controls the number of simultaneous users allowed to access the system. The solution is to ask another user to quit Pensions Profiler or contact our Sales Team on 0845 490 1155 or email sales@omsystems.co.uk who can arrange for additional product licences.

Setting Up The System

Introduction

There are a number of ways to customise the system. These can be accessed by selecting “Tools” on the main menu.

Manage Commission

The level of commission being taken for both single and regular premium comparisons can be varied in the following areas:

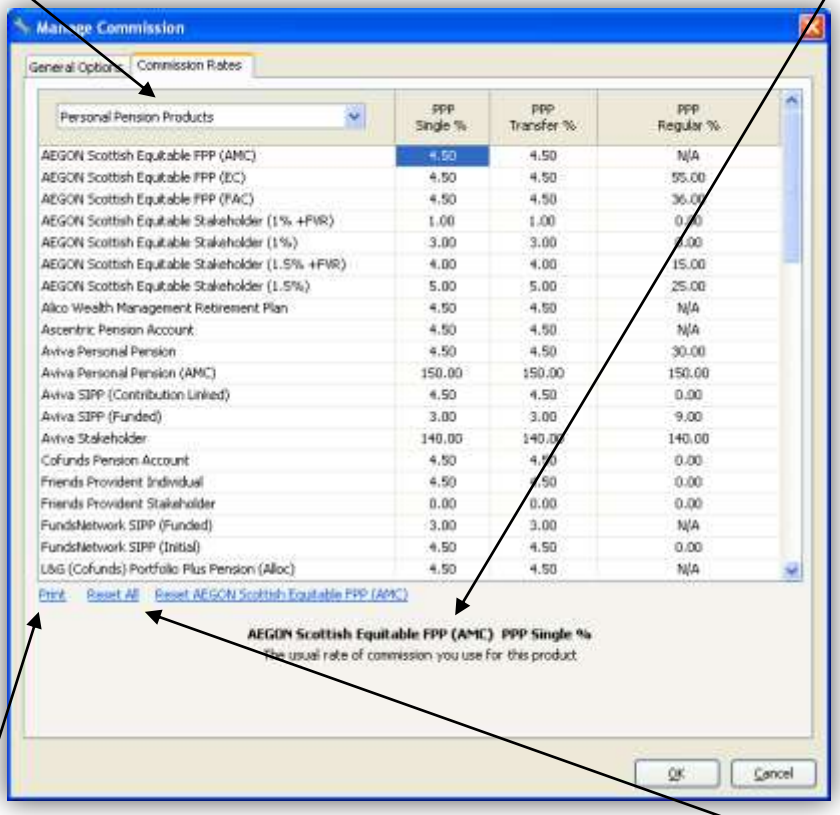
- Switching
- Projections
- Combined Results Profiles

Upon installation the system will contain default values, which represent typical rates of commission. These values should be checked before using any part of the system and is particularly important when not taking full commission.

To change a commission rate, highlight the appropriate product and input the correct value. Click on any commission rate for a detailed definition of how the commission is calculated for the selected product.

Select the product type.

Commission calculation basis.

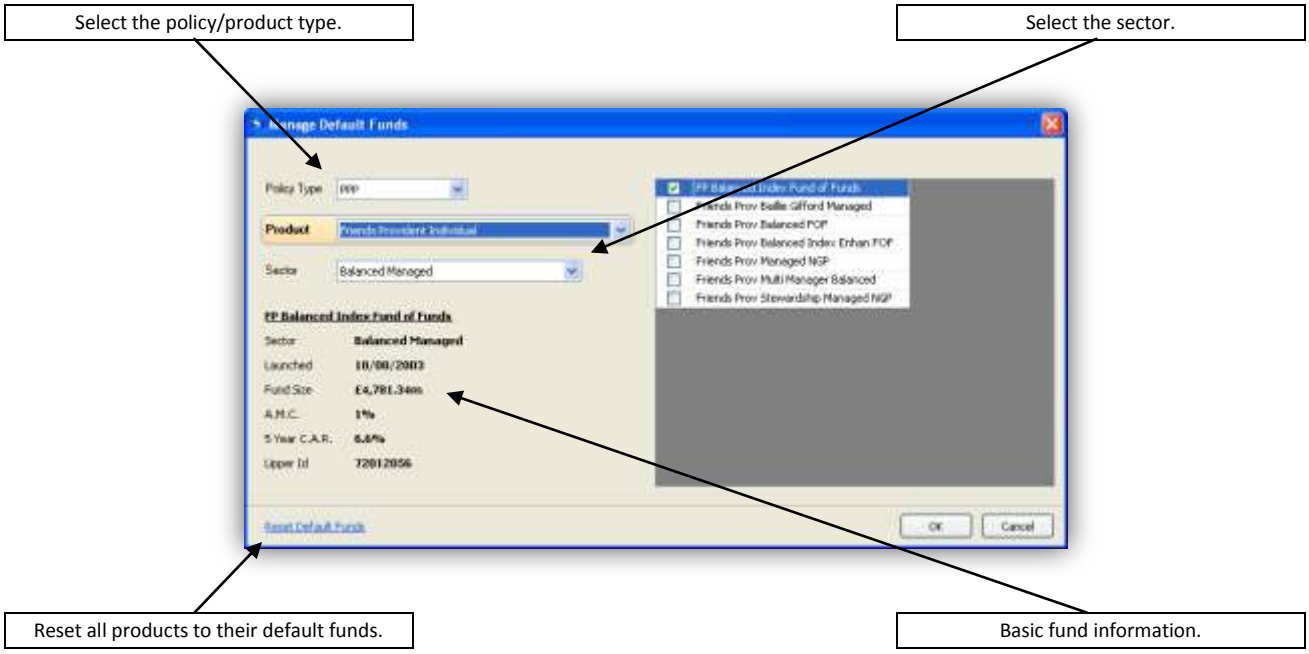

Manage Commission
General Options
Commission Rates
Personal Pension Products
PPP Single %
PPP Transfer %
PPP Regular %
AEGON Scottish Equitable FPP (AMC) 4.50 4.50 N/A
AEGON Scottish Equitable FPP (EC) 4.50 4.50 55.00
AEGON Scottish Equitable FPP (FAC) 4.50 4.50 36.00
AEGON Scottish Equitable Stakeholder (1% +FWR) 1.00 1.00 0.00
AEGON Scottish Equitable Stakeholder (1%) 3.00 3.00 0.00
AEGON Scottish Equitable Stakeholder (1.5% +FWR) 4.00 4.00 15.00
AEGON Scottish Equitable Stakeholder (1.5%) 5.00 5.00 25.00
Alico Wealth Management Retirement Plan 4.50 4.50 N/A
Ascentric Pension Account 4.50 4.50 N/A
Aviva Personal Pension 4.50 4.50 30.00
Aviva Personal Pension (AMC) 150.00 150.00 150.00
Aviva SIPP (Contribution Linked) 4.50 4.50 0.00
Aviva SIPP (Funded) 3.00 3.00 9.00
Aviva Stakeholder 140.00 140.00 140.00
Cofunds Pension Account 4.50 4.50 0.00
Friends Provident Individual 4.50 4.50 0.00
Friends Provident Stakeholder 0.00 0.00 0.00
Fundsnetwork SIPP (Funded) 3.00 3.00 N/A
Fundsnetwork SIPP (Initial) 4.50 4.50 0.00
L&G (Cofunds) Portfolio Plus Pension (Alloc) 4.50 4.50 N/A
Print
Reset All
Reset AEGON Scottish Equitable FPP (AMC)
AEGON Scottish Equitable FPP (AMC) PPP Single %
The usual rate of commission you use for this product
OK
Cancel

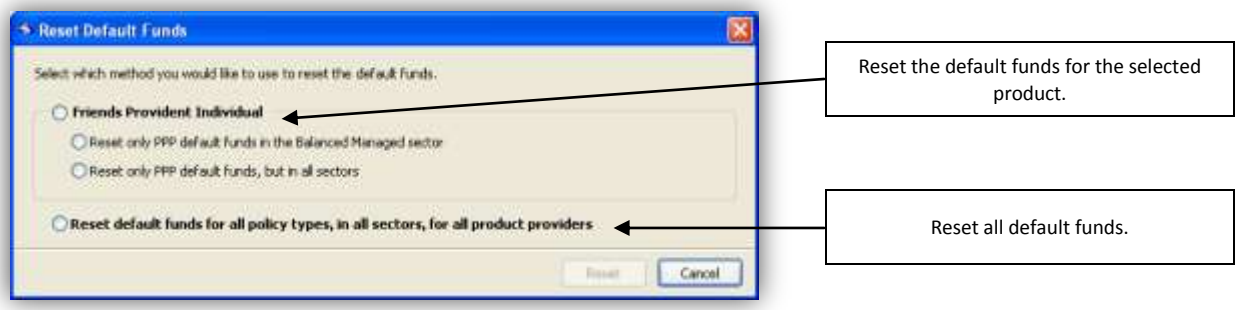
To print the current commission rates for all products and policy types click “Print”.

To reset all the commission rates to the standard system values click “Reset All”.

Manage Default Funds

The default fund for any product in any sector can be changed. It also provides easy reference to fund size, 5 year Compound Annual Return (C.A.R.) and Annual Management Charge (A.M.C.).

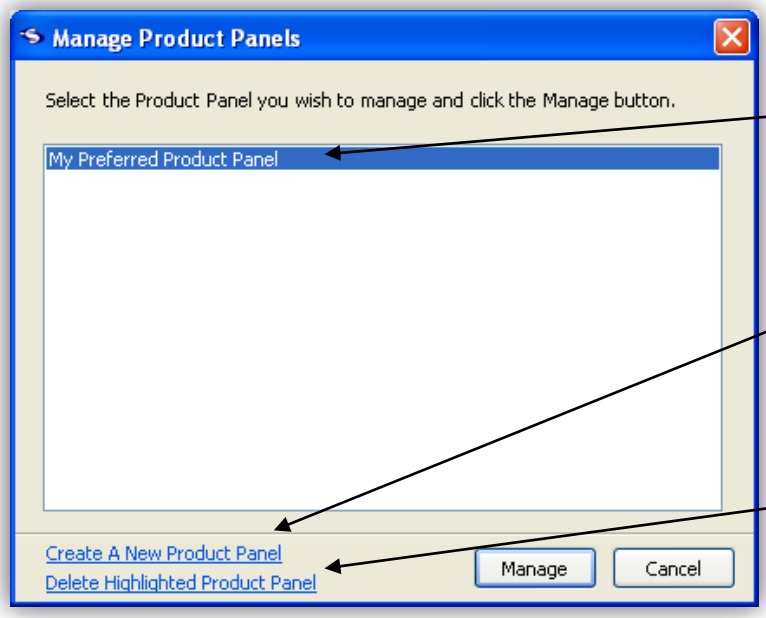



Reset Default Funds
Select which method you would like to use to reset the default funds.
Friends Provident Individual
Reset only PPP default funds in the Balanced Managed sector
Reset only PPP default funds, but in all sectors
Reset default funds for all policy types, in all sectors, for all product providers
Reset
Cancel
Reset the default funds for the selected product.
Reset all default funds.

Manage Product Panels

The system allows the user to create a preferred list of products that can be used throughout the various parts of the system, known as “Product Panels”.

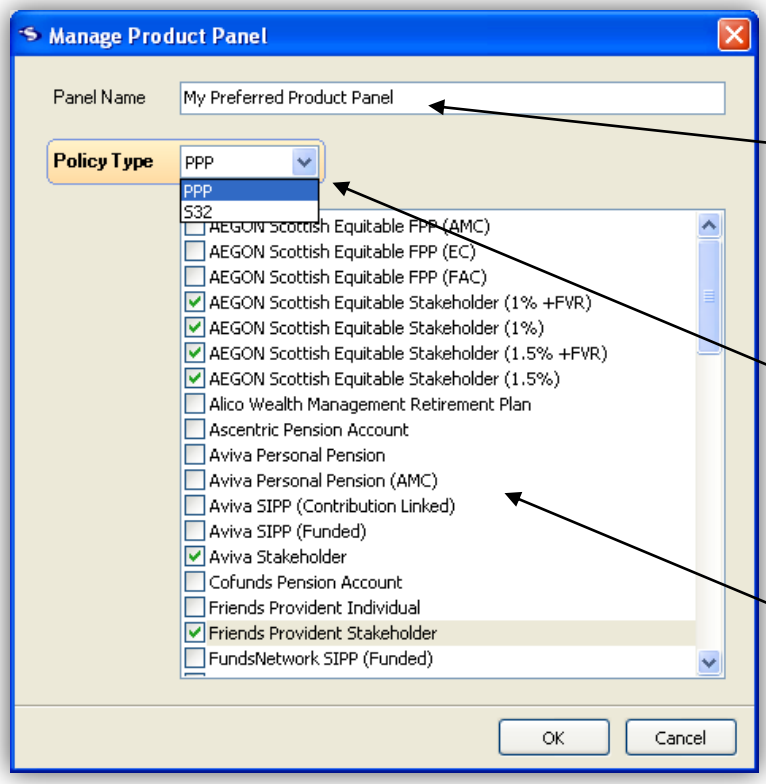
Product Panels can be created, modified or deleted by selecting “Tools” and “Manage Product Panels” from the main menu.


Manage Product Panels
Select the Product Panel you wish to manage and click the Manage button.
My Preferred Product Panel
Create A New Product Panel
Delete Highlighted Product Panel
Manage
Cancel

View existing product panels.

Create a new product panel.

Delete the selected product panel.



Name the product panel.

Select the policy type.

Select the products to be included within the product panel.

When to use Product Panels and Product Sourcing Filters

Product Panels provides the user with the opportunity to construct panels based on any criteria they wish. This could be anything from a product provider's credit rating, service levels, or even its compensation culture. Once created, these panels will not change unless they are altered by the user.

Product Sourcing Filters allows the user to filter products by formally recognised criteria only. When a filter is applied, only the products meeting the criteria will be included in the comparison. Should a new product be launched or an existing one withdrawn, the filter will automatically be updated. See page 63 for more information.

Manage Custom Products

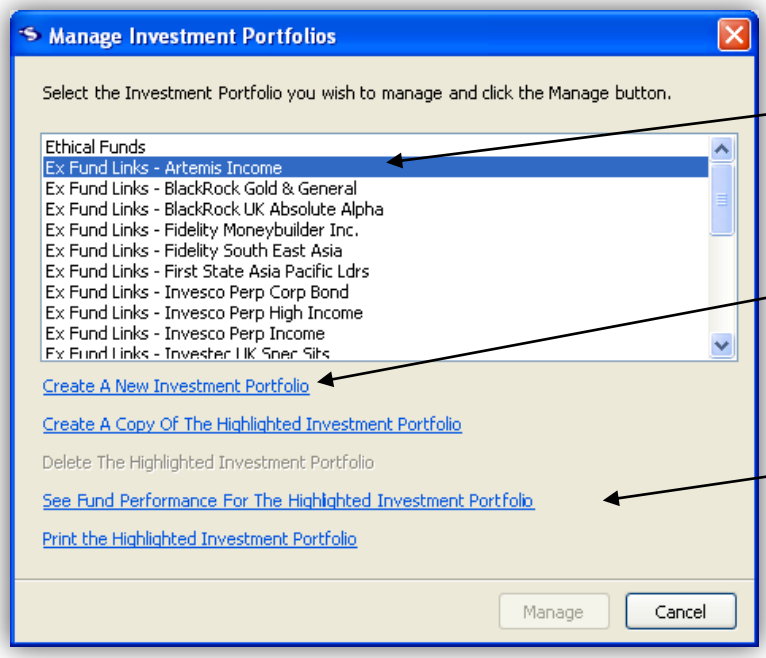
This option is only available for Pensions Profiler Professional users. See page 83 for more information.

Manage Investment Portfolios

The system allows the user to associate particular companies and products to an individual investment sector, known as “Investment Portfolios”.

For convenience an Ethical, With-Profits and a selection of external fund Investment Portfolios are available. These are maintained and updated by O&M Systems on a monthly basis.

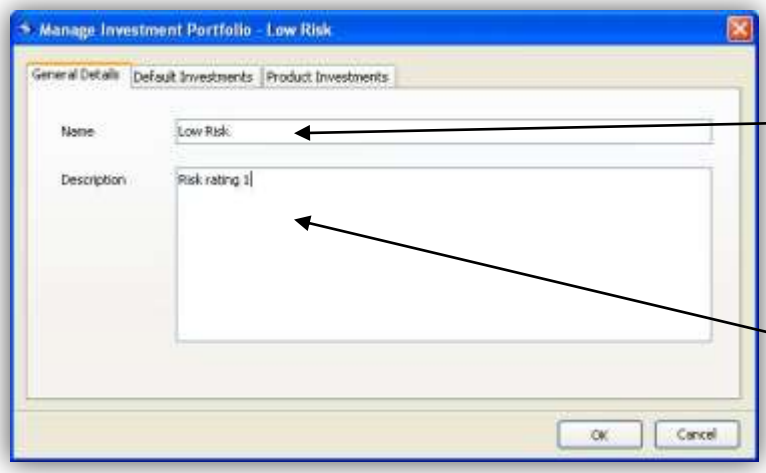
Investment Portfolios can be created, modified or deleted by selecting “Tools” and “Manage Investment Portfolios” from the main menu.


Manage Investment Portfolios
Select the Investment Portfolio you wish to manage and click the Manage button.
Ethical Funds
Ex Fund Links - Artemis Income
Ex Fund Links - BlackRock Gold & General
Ex Fund Links - BlackRock UK Absolute Alpha
Ex Fund Links - Fidelity Moneybuilder Inc.
Ex Fund Links - Fidelity South East Asia
Ex Fund Links - First State Asia Pacific Ldrs
Ex Fund Links - Invesco Perp Corp Bond
Ex Fund Links - Invesco Perp High Income
Ex Fund Links - Invesco Perp Income
Create A New Investment Portfolio
Create A Copy Of The Highlighted Investment Portfolio
Delete The Highlighted Investment Portfolio
See Fund Performance For The Highlighted Investment Portfolio
Print the Highlighted Investment Portfolio
Manage
Cancel

View existing investment portfolios.

Create a new investment portfolio.

Manage the selected investment portfolio.



Name the investment portfolio.

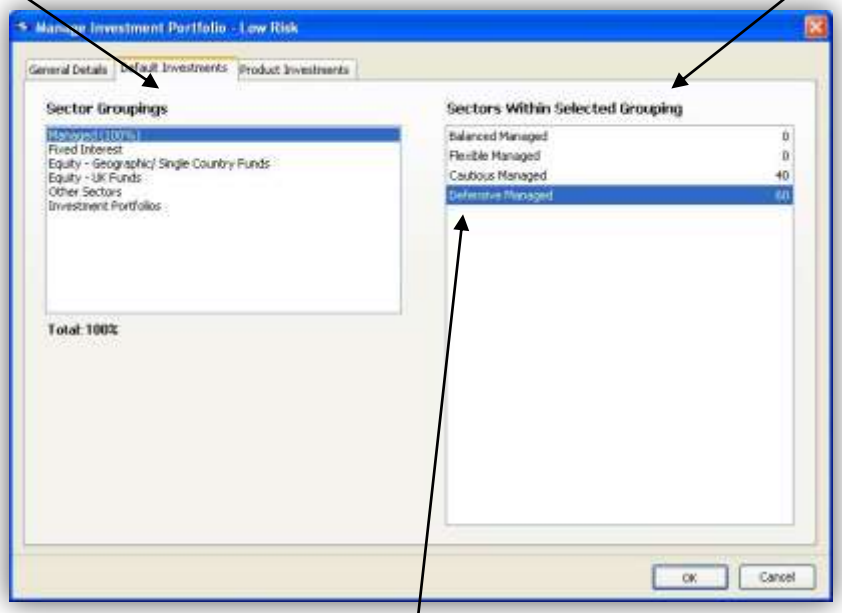
Enter a description to help distinguish between investment portfolios.

Default Investments

Any combination across sector groupings must equal 100% or be left at 0%. If 0%, only products set-up under "Product Investments" will provide results. If set to 100%, the system will look to use a default fund where no specific product investments have been added.

Multiple sector groupings can be selected.

Allocate sectors within each grouping.

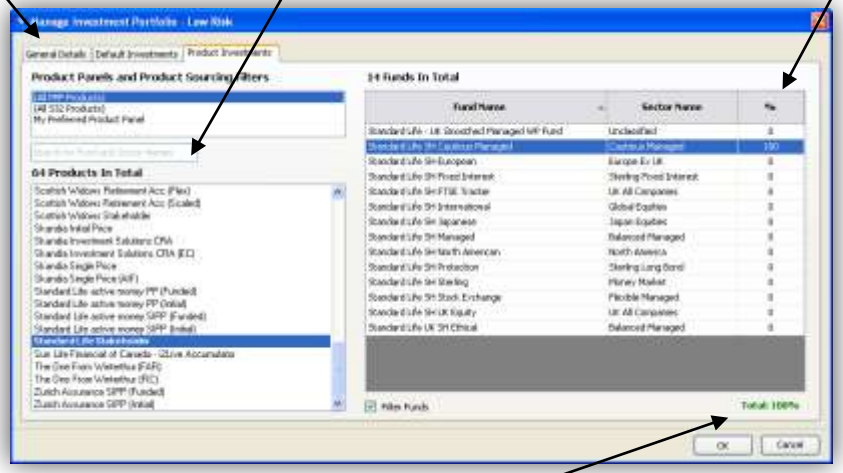


Double click a sector name to allocate 100%

Select individual products or apply a custom "Product Panel" or "Product Sourcing Filter".

Enter a specific fund name to show all products which provide access to the fund.

Allocate a percentage to a fund or selection of funds for the selected product.

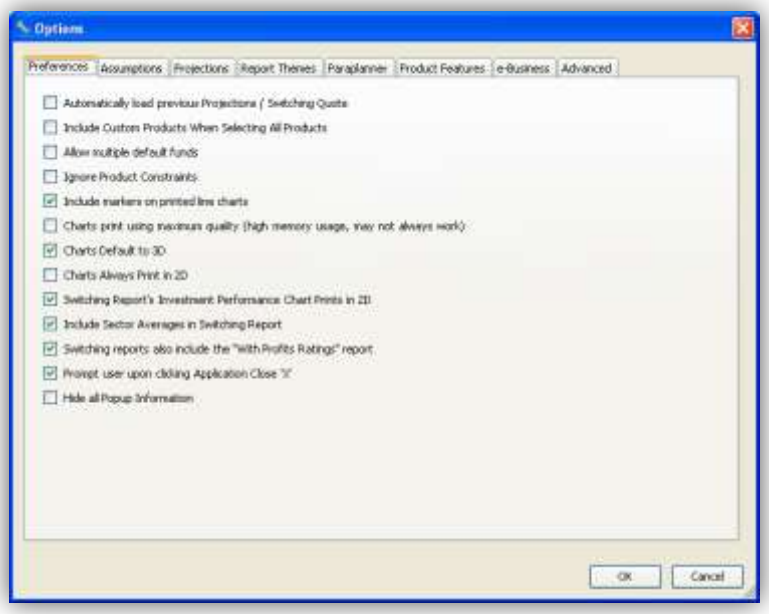


Ensure the allocation equals 100%.

Manage Combined Results Profile Axis

This option is only available for Pensions Profiler Professional users. See page 86 for more information.

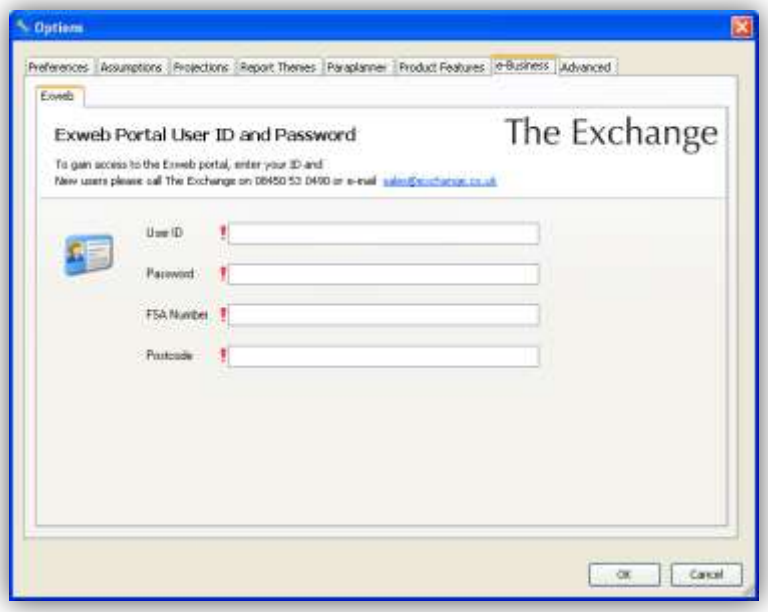
Options


Options
Preferences
Assumptions
Projections
Report Themes
Paraplanner
Product Features
e-Business
Advanced
Automatically load previous Projections / Switching Quote
Include Custom Products When Selecting All Products
Allow multiple default funds
Ignore Product Constraints
Include markers on printed line charts
Charts print using maximum quality (high memory usage, may not always work)
Charts Default to 3D
Charts Always Print in 2D
Switching Report's Investment Performance Chart Prints in 2D
Include Sector Averages in Switching Report
Switching reports also include the "With Profits Ratings" report
Prompt user upon clicking Application Close 'X'
Hide all Popup Information
OK
Cancel

Selecting "Options" allows the user to tailor the system further including:

- Growth assumptions.
- Annuity rates.
- Projection options.
- Paraplanner options for multiuser installs.
- Product features.
- Additional system options.

Exweb Portal System Link

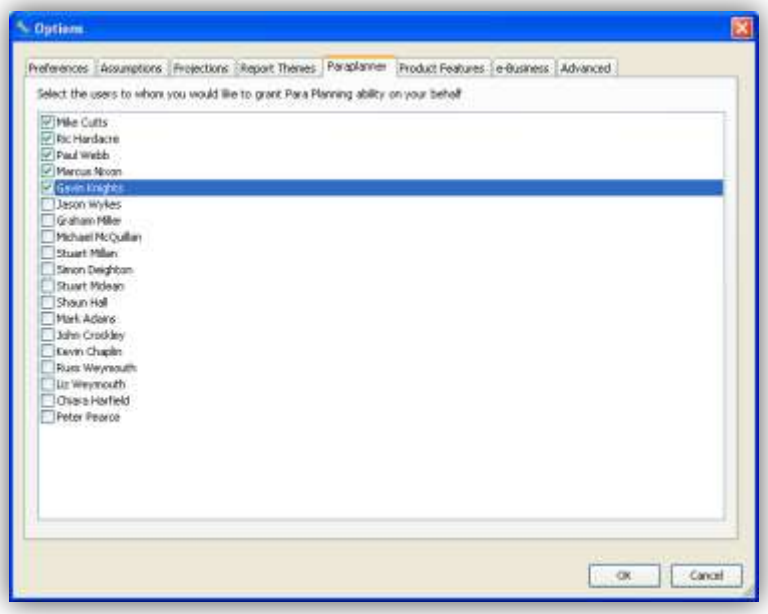


Entering your Exchange User ID and password will enable you to access quotes for many of the products displayed on Pensions Profiler via Switching and Projections.

It is important that you check the commission rates in the commission matrix of Pensions Profiler are consistent with what you receive via the Exchange. Please see page 13 for further details on how to change commission rates.

You will need an Exchange subscription to use this feature.

Paraplanner Permissions



The paraplanner tab allows a user to grant permission for another user to work on their behalf. For example, a paraplanner may be responsible for generating the reports from Pensions Profiler, but the report should show the Financial Advisers name.

If the paraplanners name is not listed please contact our support team on 0845 490 1010.

Switching

Introduction

The Switching facility within Pensions Profiler is an analysis and report writer designed to assist when reviewing existing pension policies. The Switching facility allows the user to compare up to 9 existing pension plans on a consolidated basis with other arrangements currently available. Each plan can also be compared individually if preferred.

To enable a Switching Report to be produced it is recommended that the following information is obtained from the existing product provider:

- A benefit statement showing the projected benefits at retirement.
- Details of the current investment funds.
- The current policy value and transfer value.
- The projected fund at retirement if the plan is made paid up.
- The current death benefit.

Having obtained the information from the existing product provider(s) the following can be produced:

Full Switch Comparison – Where the existing accumulated fund and any regular monthly contribution is transferred to a new product provider.

"PUP" & Redirection Comparison – Where the accumulated fund remains with the existing provider and the regular ongoing contributions are redirected to a new product provider.

Consolidated Switching Report – When multiple plans are reviewed, a consolidated report should be available. The consolidated summary should always be read in conjunction with the reports for the individual plans. There will be situations when this report can't be produced, these include:

- The retirement ages on the existing plans are different.
- The growth rates on the existing plan benefit statements are not consistent.

Switching Report – A client friendly report detailing the various issues involved.

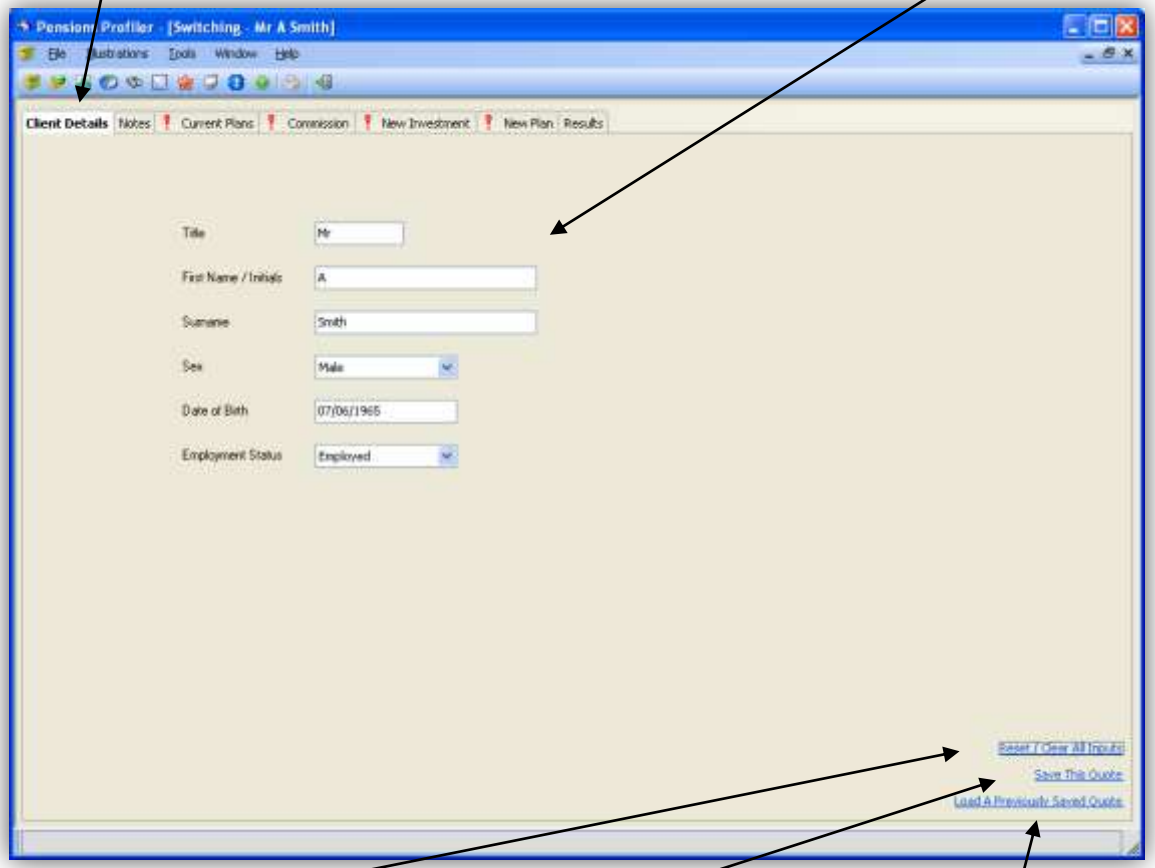
Client Details

The “Client Details” tab allows the user to enter the client’s personal details.

Throughout the system, a red exclamation mark is shown against each tab and field name. This indicates that the field or tab is incorrect or incomplete and disappears once corrected.

Complete each tab in sequence.

Enter the client’s personal details.



To reset all data click “Reset / Clear All Inputs”.

Save the current quotation.

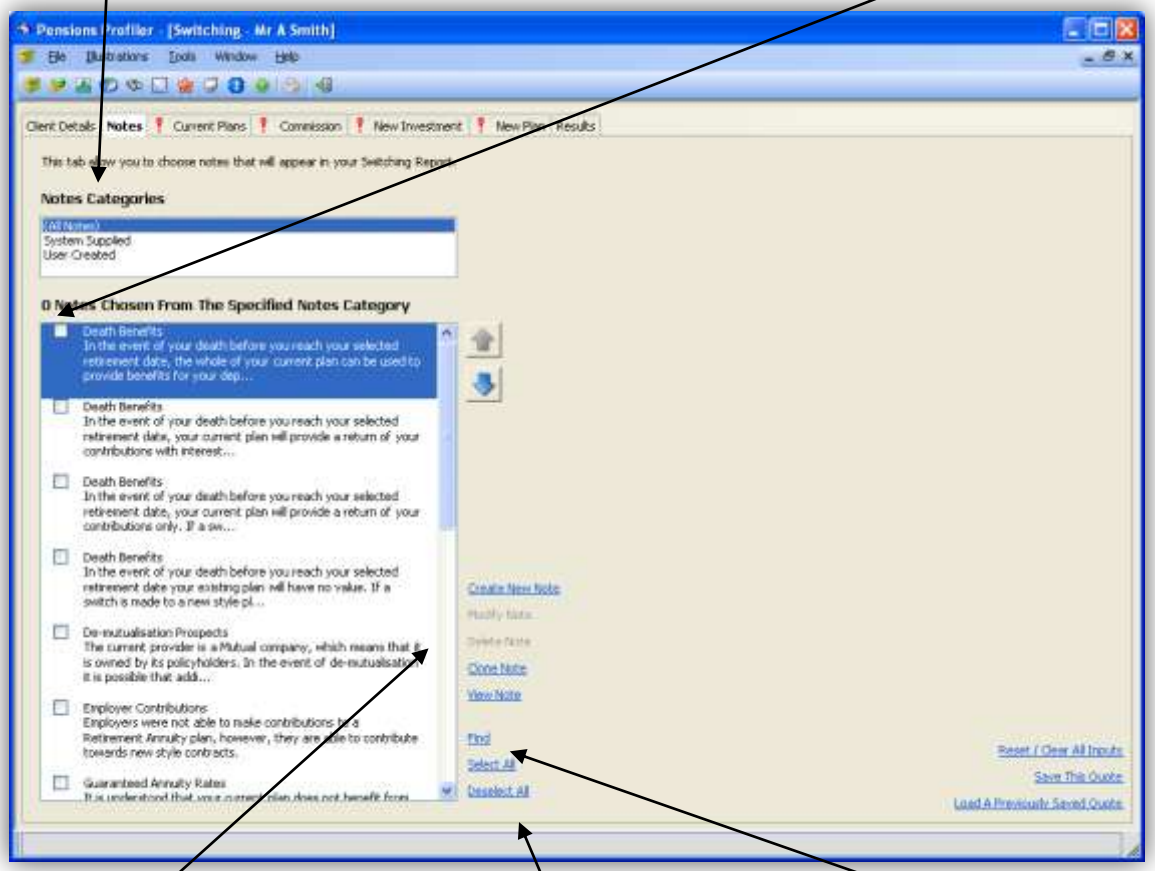
Load a previously saved quotation.

Notes

The system is supplied with preformatted notes relating to various pension issues. In addition the user also has the facility to create custom notes, which can be stored for future use. All selected notes will be included in the Switching Report.

Select from "System Supplied" and "User Created notes.

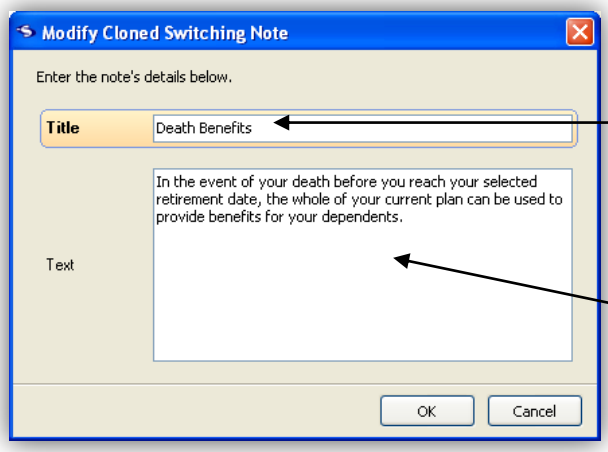
Check the box to include the note in the Switching Report.



Create custom notes or amend existing notes.

Select or deselect all notes.

Search for an existing note.

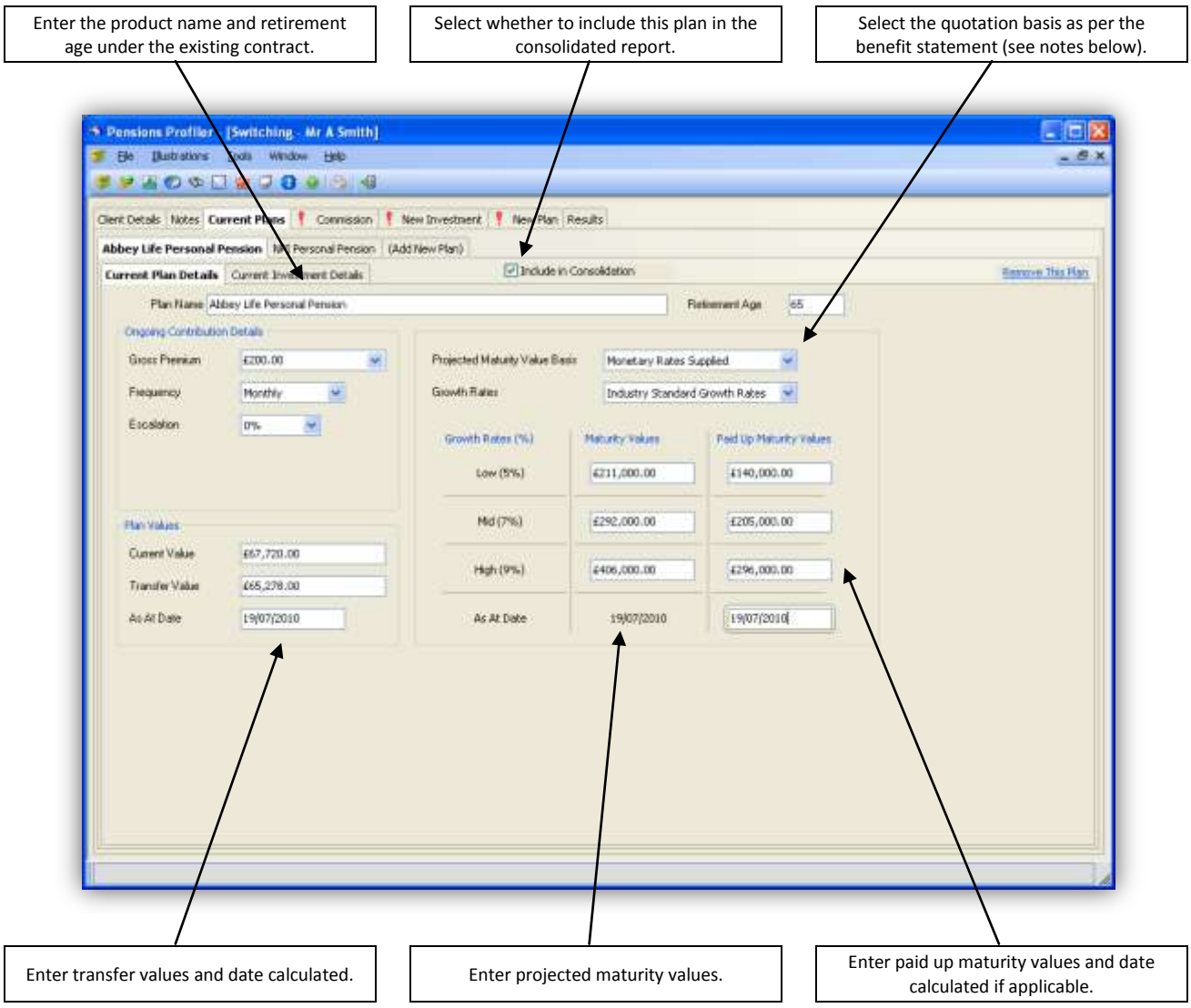

Modify Cloned Switching Note
Enter the note's details below.
Title
Death Benefits
Text
In the event of your death before you reach your selected retirement date, the whole of your current plan can be used to provide benefits for your dependents.
OK
Cancel

Enter a title for the note.

Enter the note text.

Current Plans – Current Plan Details

The "Current Plans" tab allows the user to enter details of the existing plan(s). These can be found on the benefit statement obtained from the existing provider. You can analyse multiple plans by selecting the "(Add New Plan)" tab. Up to 9 plans can be analysed. If the "Include in Consolidated Report" box is not checked for a plan, then it will not be included in the consolidated totals. If you wish to remove a plan from the report altogether then select the "Remove This Plan" link.



Quotation Basis Notes

Projected Maturity Value Basis

There are 3 ways of entering maturity values for an existing plan:

- Enter the monetary rate supplied.
- Enter the S.M.P.I. rate supplied by the current provider.
- Estimate the values by entering an A.M.C. (not recommended).

S.M.P.I. illustrations project benefits to retirement using a growth rate and then discount the figure to a present-day value using a 2.5% inflation assumption. Where an S.M.P.I. value is input, the system will convert this to the equivalent monetary value on the results tab and the printed reports. Results will be shown at 5%, the S.M.P.I. rate and 9%.

Growth Rates

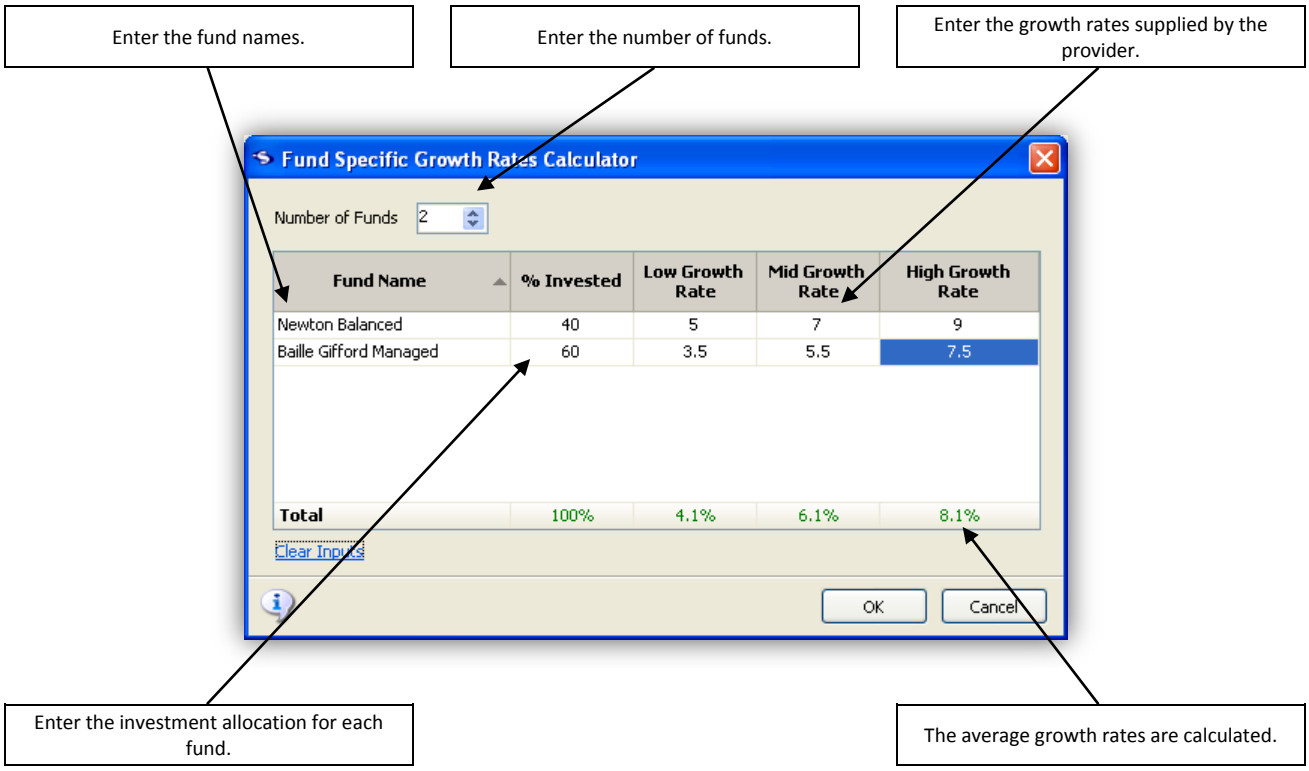
If the current provider uses projection rates that are less than the industry standard, selecting "Fund Specific Growth Rates" will allow the user to manually enter these rates. The rates inserted will be used as projection rates for the new plans giving a like for like comparison.

Where a provider uses multiple growth rates for individual funds, selecting "Fund Specific Growth Rates Calculator" allows the user to determine an average growth rate which will be used in the comparison.

Fund Specific Growth Rates Calculator

The Fund Specific Growth Rates Calculator can be used where a provider uses multiple growth rates for individual funds. The tool calculates an average growth rate and applies this to the comparison.

The calculator is accessed by selecting "Fund Specific Growth Rates" from the Growth Rate dropdown and clicking the "Calculator" link displayed below the dropdown.


Enter the fund names.
Enter the number of funds.
Enter the growth rates supplied by the provider.
Fund Specific Growth Rates Calculator
Number of Funds 2
Fund Name
% Invested
Low Growth Rate
Mid Growth Rate
High Growth Rate
Newton Balanced 40 5 7 9
Baille Gifford Managed 60 3.5 5.5 7.5
Total 100% 4.1% 6.1% 8.1%
Clear Inputs
OK
Cancel
Enter the investment allocation for each fund.
The average growth rates are calculated.

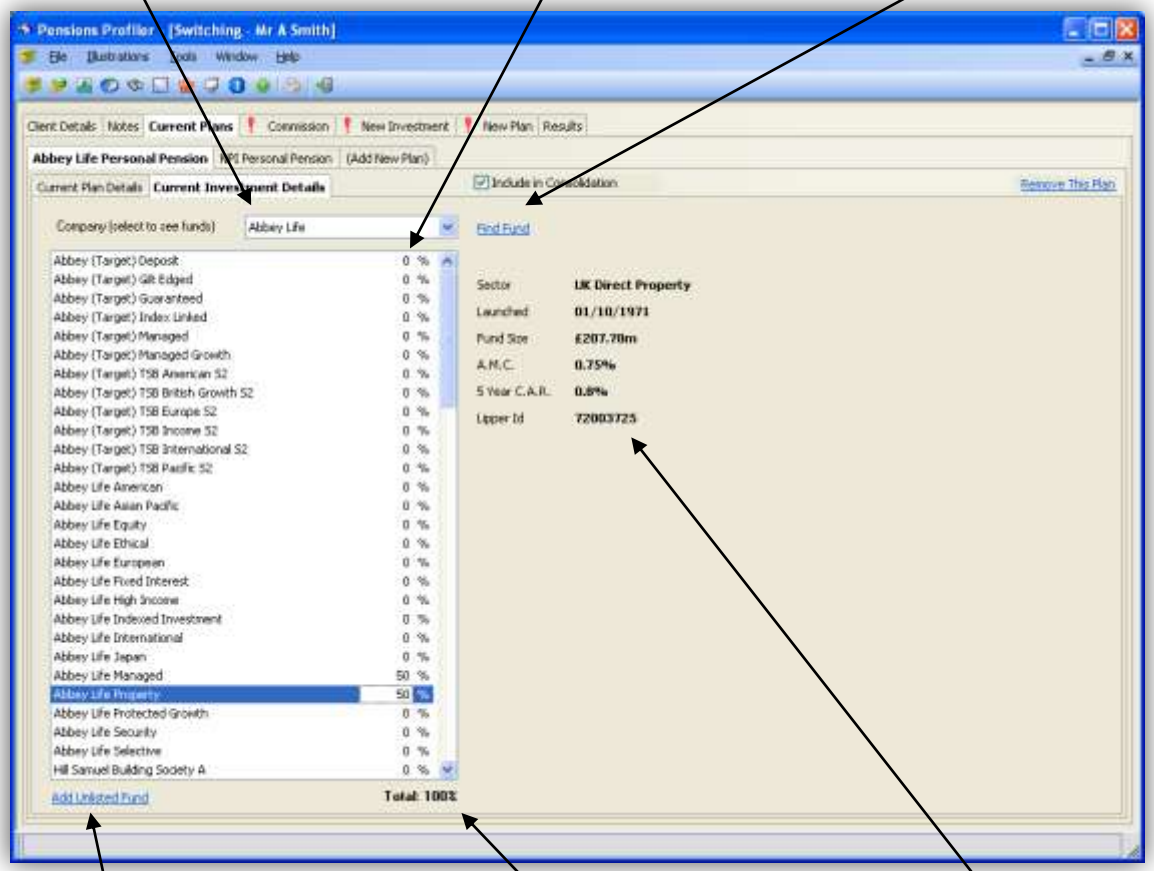
Current Plans – Current Investment

The "Current Investment" tab allows the user to enter the investment details of the current plan. If the name is not shown in the drop down menu, select "Unlisted". Alternatively you can use the "Find Fund" to help you locate a specific fund.

Select the company.

Enter the allocation. Double click a fund name to allocate 100%.

Quickly search for funds using the by clicking the "Find Fund" link,

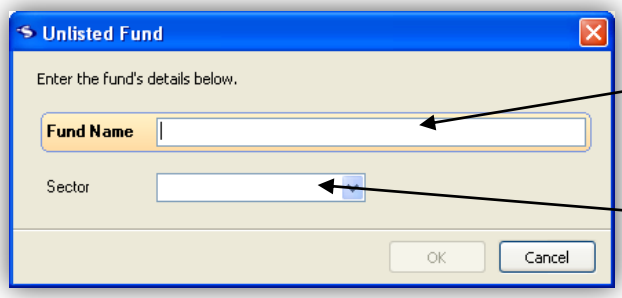


Unlisted funds can be added by clicking here.

Ensure the allocation equals 100%.

Basic fund information.

Adding an Unlisted Fund

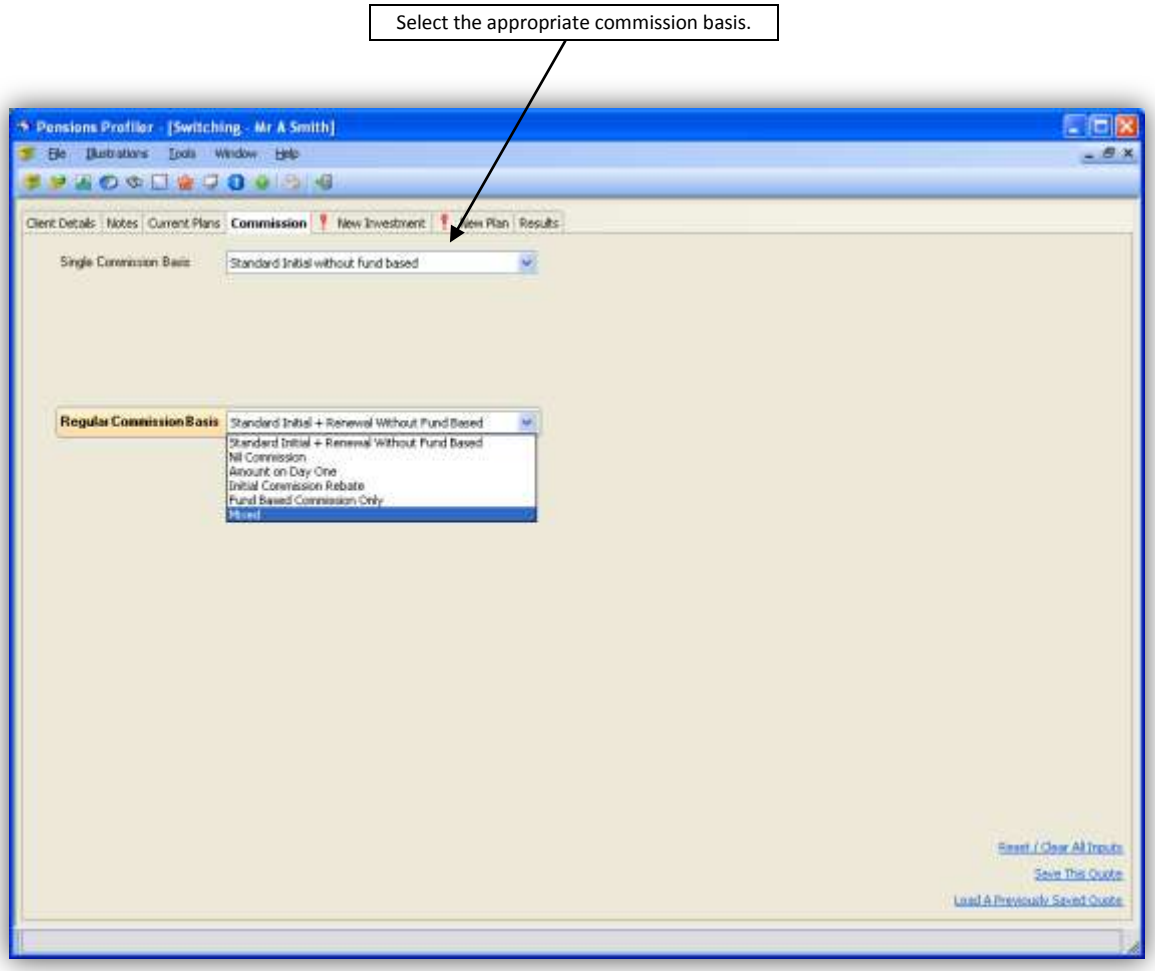


Enter the fund name.

Enter the appropriate sector.

Commission

The commission basis can be chosen independently for single or regular premiums. Standard commission rates will be used, unless these have been altered through the Tools menu.


Select the appropriate commission basis.
Pensions Profiler - [Switching - Mr A Smith]
File Illustrations Tools Window Help
Client Details Notes Current Plans Commission New Investment New Plan Results
Single Commission Basis
Standard Initial without fund based
Regular Commission Basis
Standard Initial + Renewal Without Fund Based
Standard Initial + Renewal Without Fund Based
Nil Commission
Amount on Day One
Initial Commission Rebate
Fund Based Commission Only
Mixed
Reset / Clear All Inputs
Save This Quote
Load A Previously Saved Quote

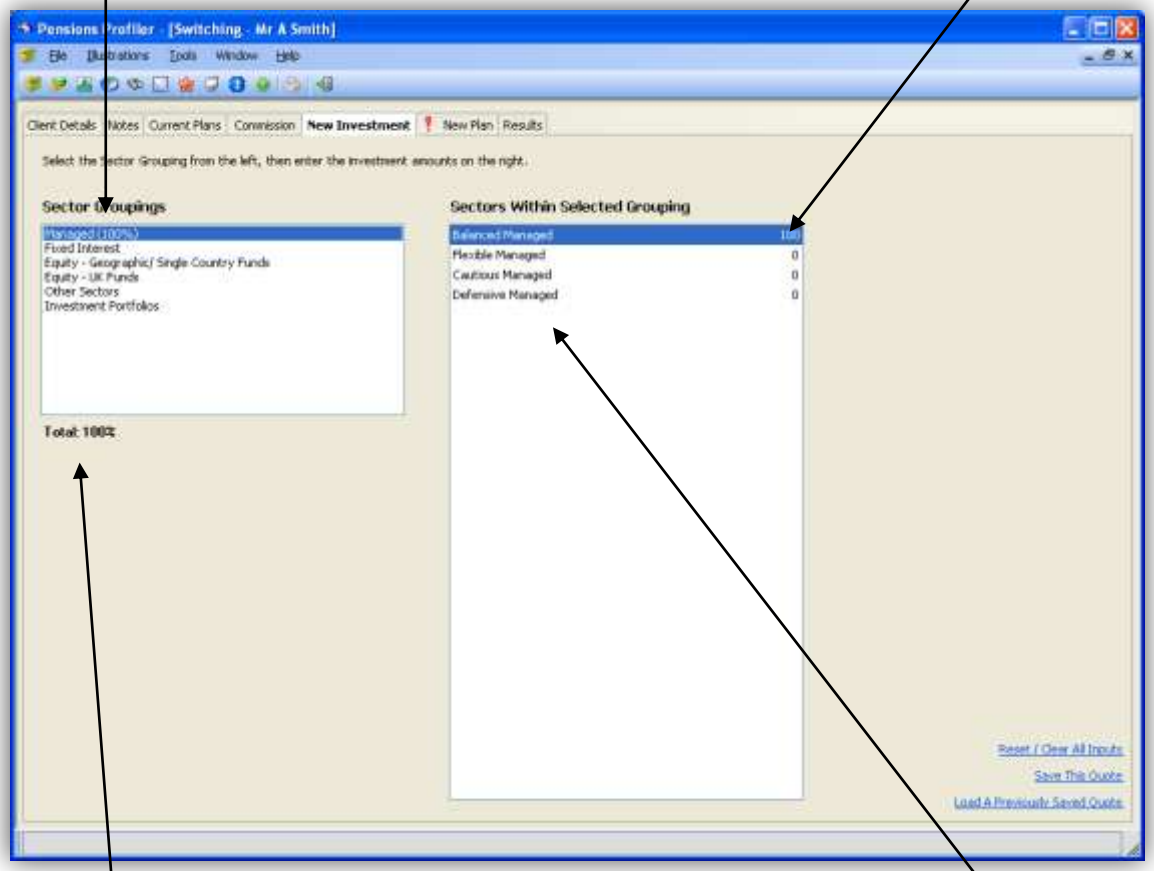
If multiple plans are selected then “Amount on Day One” will not be available.

New Investment

The “New Investment” tab allows the user to enter details of the new investment. These can include multiple sector groupings or an “Investment Portfolio”.

Multiple sector groupings or investment portfolios can be selected.

Allocate sector within each grouping.

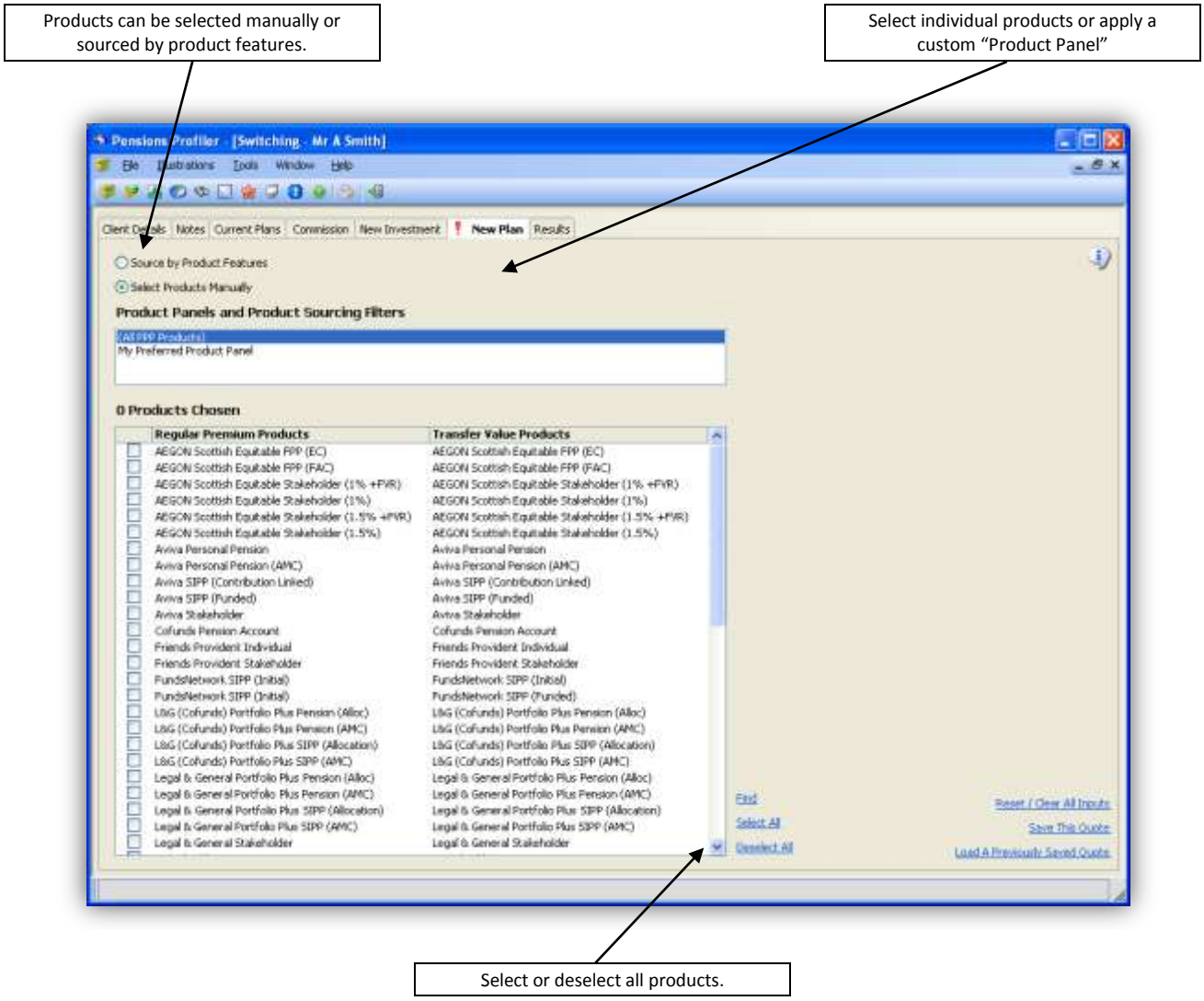

Pensions Profiler - [Switching - Mr A Smith]
File Illustrations Tools Window Help
Client Details Notes Current Plans Commission New Investment New Plan Results
Select the Sector Grouping from the left, then enter the investment amounts on the right.
Sector Groupings
Managed (100%)
Fixed Interest
Equity - Geographic/ Single Country Funds
Equity - UK Funds
Other Sectors
Investment Portfolios
Total: 100%
Sectors Within Selected Grouping
Balanced Managed 100
Flexible Managed 0
Cautious Managed 0
Defensive Managed 0
Reset / Clear All Inputs
Save This Quote
Load A Previously Saved Quote

Ensure the sector split equals 100%.

Double click a sector name to allocate 100%.

New Plan

Select the products for comparison. Some product providers offer separate contracts to accept single and regular premium transfers. The combinations are programmed into the system as shown below.


Products can be selected manually or sourced by product features.
Select individual products or apply a custom "Product Panel"
Pensions Profiler - [Switching - Mr A Smith]
File Illustrations Tools Window Help
Client Details Notes Current Plans Commission New Investment New Plan Results
Source by Product Features
Select Products Manually
Product Panels and Product Sourcing Filters
(All PPP Products)
My Preferred Product Panel
0 Products Chosen
Regular Premium Products
Transfer Value Products
AEGON Scottish Equitable PPP (EC)
AEGON Scottish Equitable PPP (FAC)
AEGON Scottish Equitable Stakeholder (1% +PVR)
AEGON Scottish Equitable Stakeholder (1%)
AEGON Scottish Equitable Stakeholder (1.5% +PVR)
AEGON Scottish Equitable Stakeholder (1.5%)
Aviva Personal Pension
Aviva Personal Pension (AMC)
Aviva SIPP (Contribution Linked)
Aviva SIPP (Funded)
Aviva Stakeholder
Cofunds Pension Account
Friends Provident Individual
Friends Provident Stakeholder
FundsNetwork SIPP (Initial)
FundsNetwork SIPP (Funded)
L&G (Cofunds) Portfolio Plus Pension (Alloc)
L&G (Cofunds) Portfolio Plus Pension (AMC)
L&G (Cofunds) Portfolio Plus SIPP (Allocation)
L&G (Cofunds) Portfolio Plus SIPP (AMC)
Legal & General Portfolio Plus Pension (Alloc)
Legal & General Portfolio Plus Pension (AMC)
Legal & General Portfolio Plus SIPP (Allocation)
Legal & General Portfolio Plus SIPP (AMC)
Legal & General Stakeholder
Find
Select All
Deselect All
Reset / Clear All Inputs
Save This Quote
Load A Previously Saved Quote
Select or deselect all products.

Please see page 63 for further information on sourcing products by features.

Results

Clicking the "Results" tab will produce a detailed charge based comparison of the client's pension against the products selected.

Full Switch

The first set of results shown is for a full switch. This assumes that the accumulated fund and ongoing monthly contributions, if applicable, are placed with a new provider. When two product names are shown, this indicates that the transfer value is going into one plan and the regular premium is going into another. The top one refers to the regular premium, whilst the bottom refers to the transfer value. Where only one product is shown, both the transfer value and regular premium are going into the same plan.

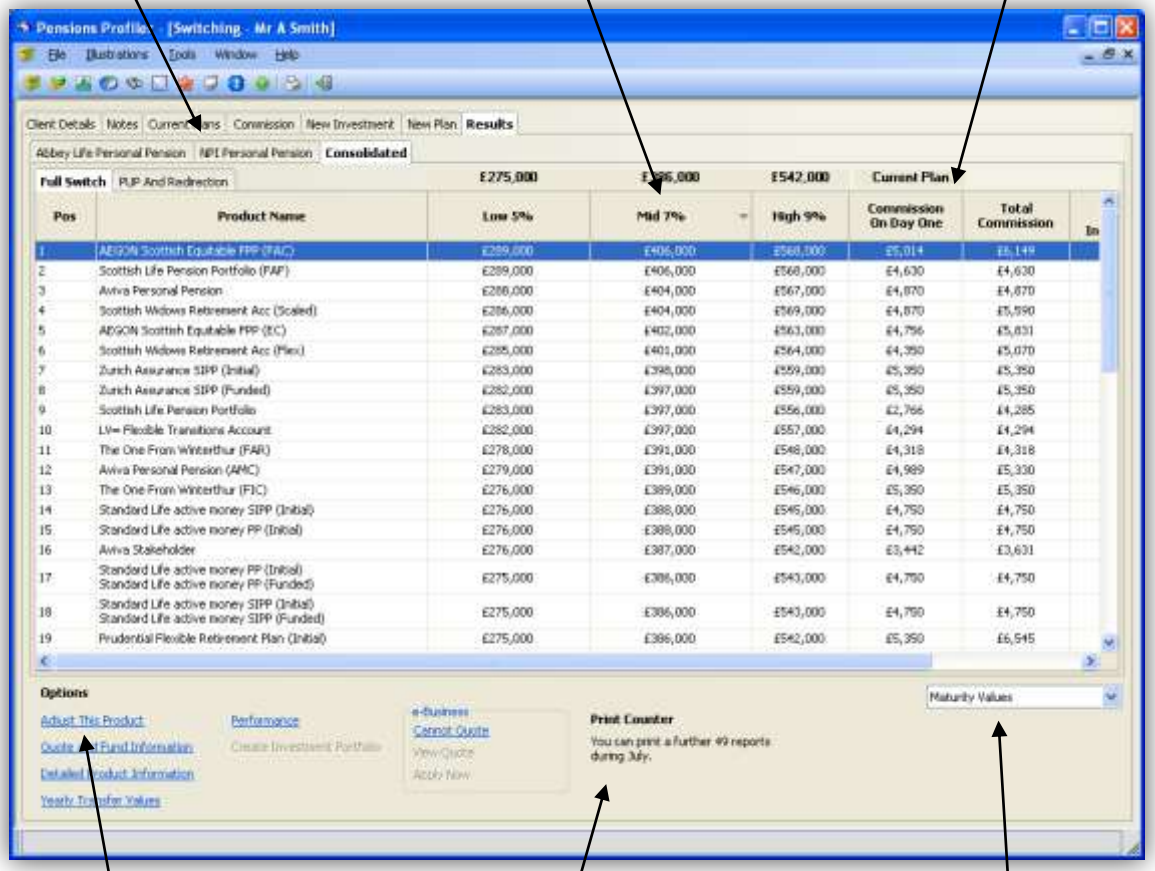
Consolidated Results

The consolidated results assume that the accumulated funds and any ongoing monthly contributions from all the plans being reviewed are placed with a new provider. As detailed earlier only plans that have the "Included in Consolidated Report" box checked, will be included in the consolidated results.

View the individual or consolidated results.

Click a column heading to sort results.

Commission payable.


Pensions Profiler - [Switching - Mr A Smith]
File Illustrations Tools Window Help
Client Details Notes Current Plans Commission New Investment New Plan Results
Abbey Life Personal Pension NPI Personal Pension Consolidated
Full Switch PUP And Redirection
£275,000 £542,000 Current Plan
Pos Product Name Low 5% Mid 7% High 9% Commission On Day One Total Commission
1 AEGON Scottish Equitable PPP (FAC) £289,000 £406,000 £568,000 £5,014 £6,149
2 Scottish Life Pension Portfolio (FAF) £289,000 £406,000 £568,000 £4,630 £4,630
3 Aviva Personal Pension £288,000 £404,000 £567,000 £4,870 £4,870
4 Scottish Widows Retirement Acc (Scaled) £288,000 £404,000 £569,000 £4,870 £5,590
5 AEGON Scottish Equitable PPP (EC) £287,000 £402,000 £563,000 £4,756 £5,031
6 Scottish Widows Retirement Acc (Plex) £285,000 £401,000 £564,000 £4,350 £5,070
7 Zurich Assurance SIPP (Initial) £283,000 £398,000 £559,000 £5,350 £5,350
8 Zurich Assurance SIPP (Funded) £282,000 £397,000 £559,000 £5,350 £5,350
9 Scottish Life Pension Portfolio £283,000 £397,000 £556,000 £2,766 £4,285
10 LV= Flexible Transitions Account £282,000 £397,000 £557,000 £4,294 £4,294
11 The One From Winterthur (FAR) £278,000 £391,000 £548,000 £4,318 £4,318
12 Aviva Personal Pension (AMC) £279,000 £391,000 £547,000 £4,989 £5,330
13 The One From Winterthur (FIC) £276,000 £389,000 £546,000 £5,350 £5,350
14 Standard Life active money SIPP (Initial) £276,000 £388,000 £545,000 £4,750 £4,750
15 Standard Life active money PP (Initial) £276,000 £388,000 £545,000 £4,750 £4,750
16 Aviva Stakeholder £276,000 £387,000 £542,000 £3,442 £3,631
17 Standard Life active money PP (Initial) Standard Life active money PP (Funded) £275,000 £386,000 £543,000 £4,750 £4,750
18 Standard Life active money SIPP (Initial) Standard Life active money SIPP (Funded) £275,000 £386,000 £543,000 £4,750 £4,750
19 Prudential Flexible Retirement Plan (Initial) £275,000 £386,000 £542,000 £5,350 £6,545
Options
Adjust This Product
Performance
Quote
Detailed Product Information
Yearly Transfer Values
e-Business
Cannot Quote
View Quote
Apply Now
Print Counter
You can print a further 49 reports during July.
Maturity Values

Click here to adjust the selected product. Further information below.

The "Print Counter" indicates the remaining report prints for the current calendar month. See page 34 for more information.

Select the basis for results from estimated maturity values, annual safety margin/annual growth rate, overall percentage or reduction of yield.

Adjusting Products

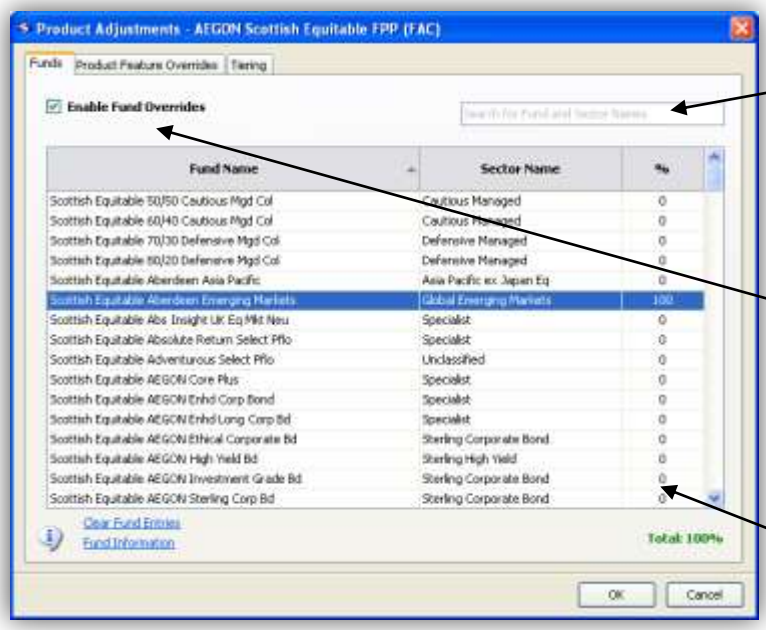
The “Adjust This Product” link allows the user to make alterations to the selected product directly from the results screen. It possible to adjust three areas:

- Funds
- Product Features Overrides
- Tiering

Products which have had adjustments made can be indentified in the results screen by an ‘a’ after the position number.

Funds

From the results screen the funds being used in the comparison can be viewed for the selected product via the Quotation Information link. The funds used in the comparison can be adjusted in a number of ways including changing the default funds or by creating Investment Portfolios. Alternatively the fund being used in the comparison can quickly be changed via the Funds tab accessed via the “Adjust This Product” link.



Enter part of the fund or sector name to filter the list of funds.

Check this box to enable fund overrides. If the investment is split over a number of funds, un-checking this box allows you to quickly revert back to the original results without having to clear and re-enter the investment splits.

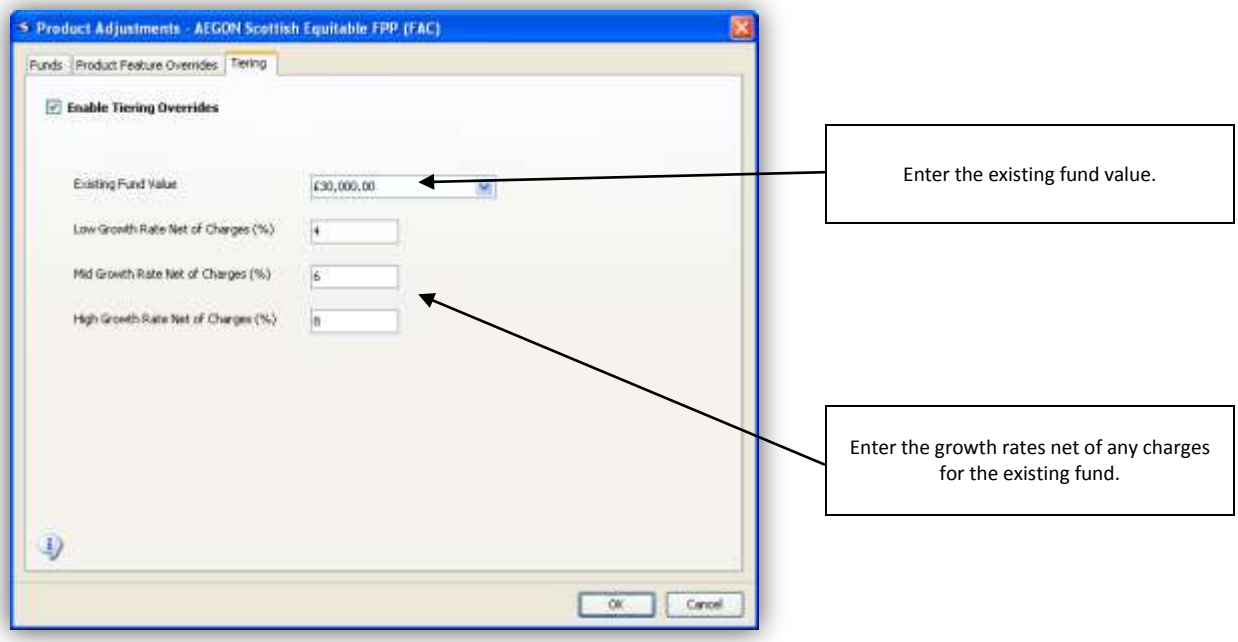
Enter the percentage to be invested in each fund.

Product Feature Overrides

Some pension products have additional options available, and it may be necessary to make adjustments to the product to suit the basis on which you are recommending it. These can be enabled via the Products Feature Overrides tab.

Tiering

The tiering tab allows users to include an existing fund in the comparison and take advantage of any tiered fund charges which apply to the product. If an existing fund value is entered, Pensions Profiler will use it as the starting point in the comparison.



There is no single basis for the application of fund based tiering and the growth rates will depend on the basis being used. The three most commons methods are shown below:

- **Matching Rates** – By default, Pensions Profiler will pre-populate the low, mid and high growth rates based on the reduction of yield on the new plan.
- **Provider Specified Rates** – Where an illustration is available from the provider, it will usually show the "effect of charges" and quote a rate of growth. Normally this will be quoted at a mid rate and the difference between this rate and the normal growth will be applied to the low and high rates.
- **No Growth Assumed** – It is possible that the provider might take account of the existing fund value but assume that this does not grow. Where this is the case, a "0" should be entered for each growth rate.

Rounding of Projected Maturity Values

For companies providing illustrations of projected money purchase pension funds, there are strict rules regarding the manner in which this must be presented to a client.

The rules governing projections are set out in the FSA Conduct of Business Sourcebook (COBS) section 12, Annex 2, Projections. Part 1.1 of the Annex states that projections must be rounded down and show no more than three significant figures.

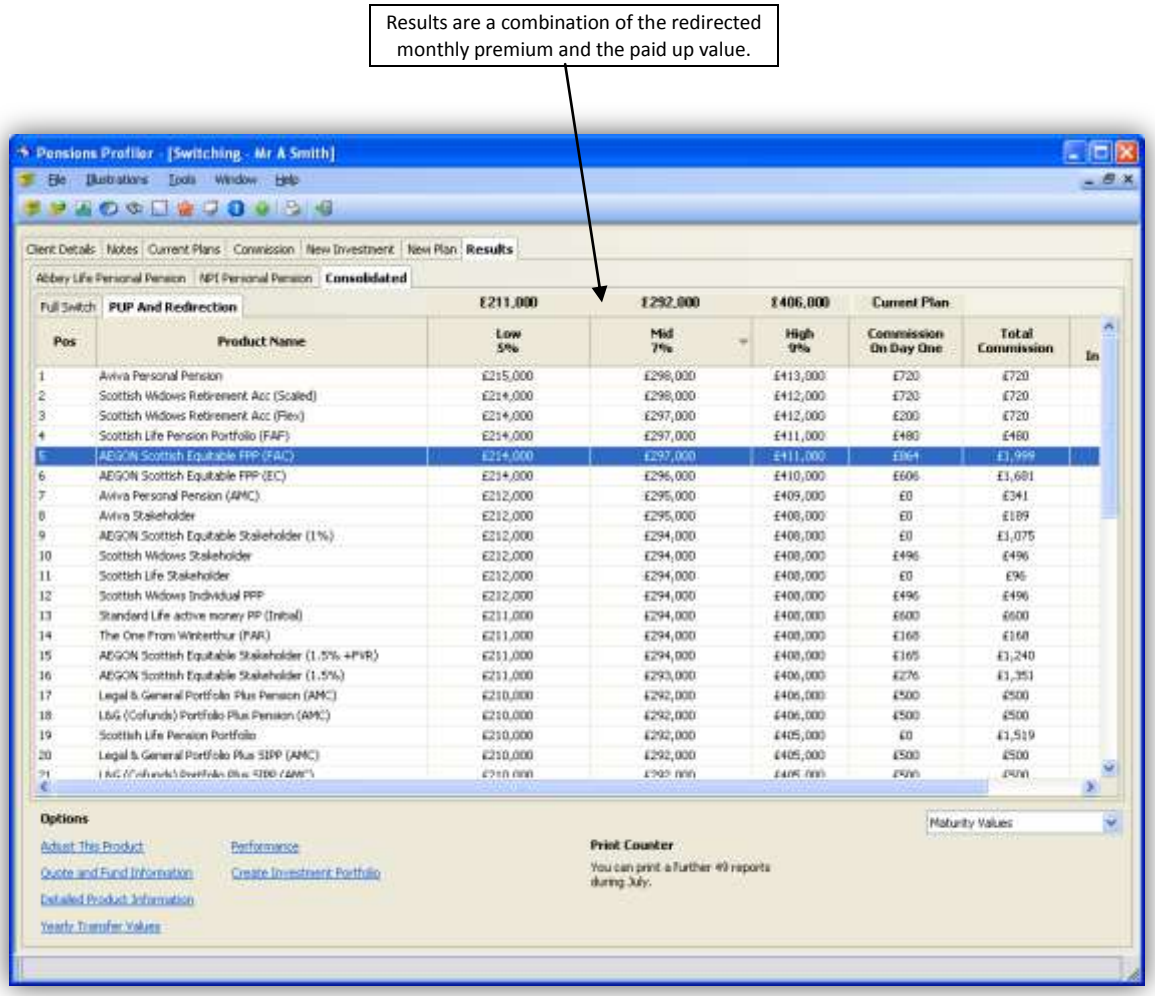
Pensions Profiler displays the maturity value of the current plan (within Switching) and any new plans rounded down to three significant figures. All calculations, for example annual growth rate / annual safety margin use the actual projected value.

PUP & Redirection

The “PUP And Redirection” tab assumes that the existing plan is made “Paid-Up” and future contributions are made to an alternative arrangement.

Consolidated Results

The consolidated results assume that the existing plans are made ”Paid-up” and any all future contributions from all the plans being reviewed are placed with a new provider. As detailed earlier, only plans that have the “Included in Consolidated Report” box checked will be included in the consolidated results.


Results are a combination of the redirected monthly premium and the paid up value.
Pensions Profiler - [Switching - Mr A Smith]
File Illustrations Tools Window Help
Client Details Notes Current Plans Commission New Investment New Plan Results
Abbey Life Personal Pension NPI Personal Pension Consolidated
Full Switch PUP And Redirection
£211,000 £292,000 £406,000 Current Plan
Pos Product Name Low 5% Mid 7% High 9% Commission On Day One Total Commission
1 Aviva Personal Pension £215,000 £298,000 £413,000 £720 £720
2 Scottish Widows Retirement Acc (Scaled) £214,000 £298,000 £412,000 £720 £720
3 Scottish Widows Retirement Acc (Flex) £214,000 £297,000 £412,000 £200 £720
4 Scottish Life Pension Portfolio (FAF) £214,000 £297,000 £411,000 £480 £480
5 AEGON Scottish Equitable FPP (FAC) £214,000 £297,000 £411,000 £864 £1,999
6 AEGON Scottish Equitable FPP (EC) £214,000 £296,000 £410,000 £606 £1,681
7 Aviva Personal Pension (AMC) £212,000 £295,000 £409,000 £0 £341
8 Aviva Stakeholder £212,000 £295,000 £408,000 £0 £189
9 AEGON Scottish Equitable Stakeholder (1%) £212,000 £294,000 £408,000 £0 £1,075
10 Scottish Widows Stakeholder £212,000 £294,000 £408,000 £496 £496
11 Scottish Life Stakeholder £212,000 £294,000 £408,000 £0 £96
12 Scottish Widows Individual PPP £212,000 £294,000 £408,000 £496 £496
13 Standard Life active money PP (Initial) £211,000 £294,000 £408,000 £600 £600
14 The One From Winterthur (FAR) £211,000 £294,000 £408,000 £168 £168
15 AEGON Scottish Equitable Stakeholder (1.5% +PVR) £211,000 £294,000 £408,000 £165 £1,240
16 AEGON Scottish Equitable Stakeholder (1.5%) £211,000 £293,000 £406,000 £276 £1,351
17 Legal & General Portfolio Plus Pension (AMC) £210,000 £292,000 £406,000 £500 £500
18 L&G (Cofunds) Portfolio Plus Pension (AMC) £210,000 £292,000 £406,000 £500 £500
19 Scottish Life Pension Portfolio £210,000 £292,000 £405,000 £0 £1,519
20 Legal & General Portfolio Plus SIPP (AMC) £210,000 £292,000 £405,000 £500 £500
Options
Maturity Values
Adjust This Product
Performance
Quote and Fund Information
Create Investment Portfolio
Detailed Product Information
Yearly Transfer Values
Print Counter
You can print a further 49 reports during July.

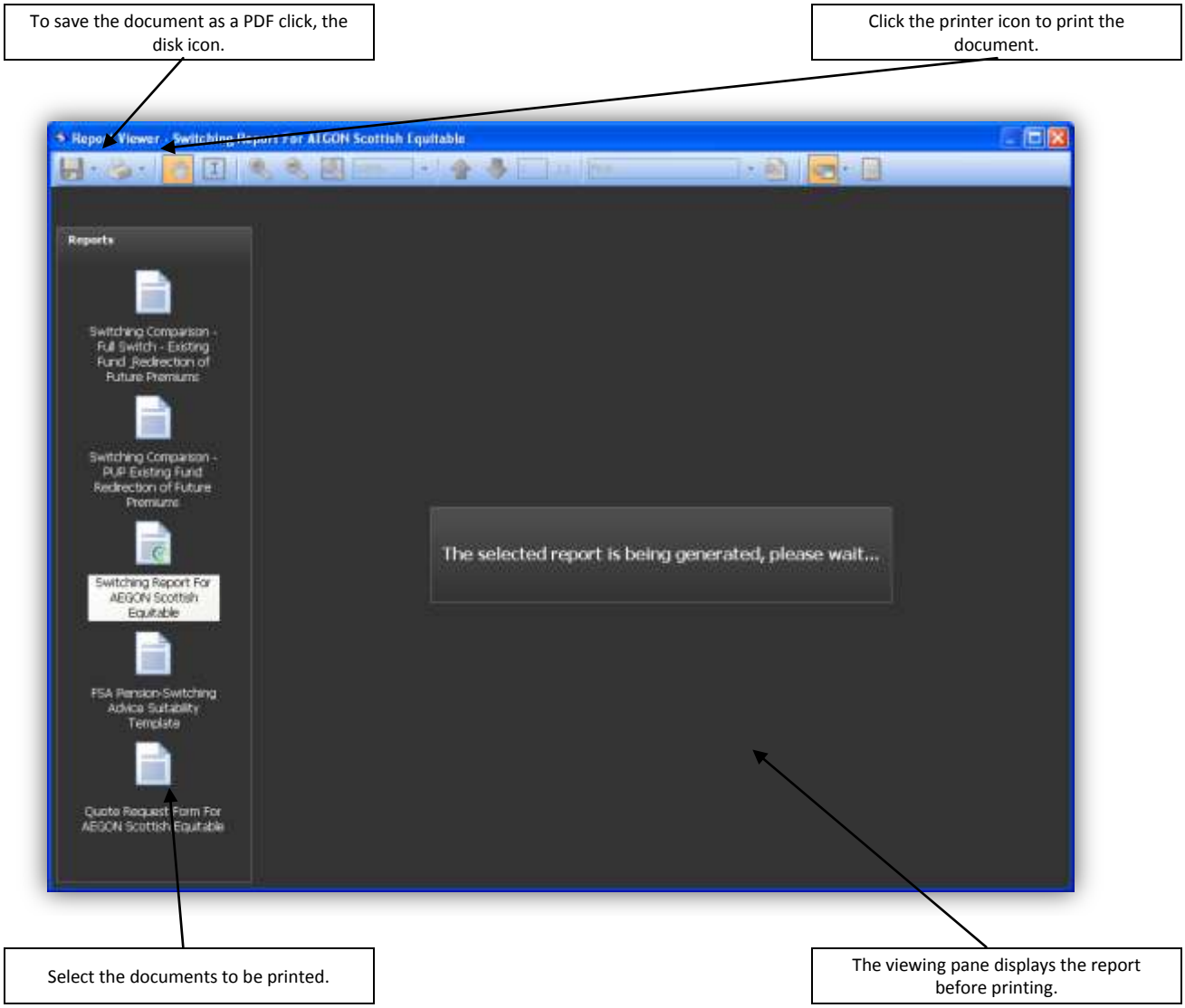
Switching Reports can only be printed from the “Full Switch” tab. To obtain a Switching Report, highlight the desired regular premium contract and return to the “Full Switch” tab to print the report.

Printing Results

Switching reports can only be obtained from the full switch tab.

To print the results, highlight the desired product combination and click the print icon. The available options are then displayed.

Printing a "Quote Request Form" does not constitute printing a case (see print counter below).


To save the document as a PDF click, the disk icon.
Click the printer icon to print the document.
Reports
Switching Comparison - Full Switch - Existing Fund Redirection of Future Premiums
Switching Comparison - PUP Existing Fund Redirection of Future Premiums
Switching Report For AEGON Scottish Equitable
FSA Pension Switching Advice Suitability Template
Quote Request Form For AEGON Scottish Equitable
The selected report is being generated, please wait...
Select the documents to be printed.
The viewing pane displays the report before printing.

Print Counter

Each product licence has the ability to produce 50 Switching cases per calendar month. At the beginning of each month, the "Print Counter" automatically resets to 50. When printing from within Switching, the counter reduces accordingly.

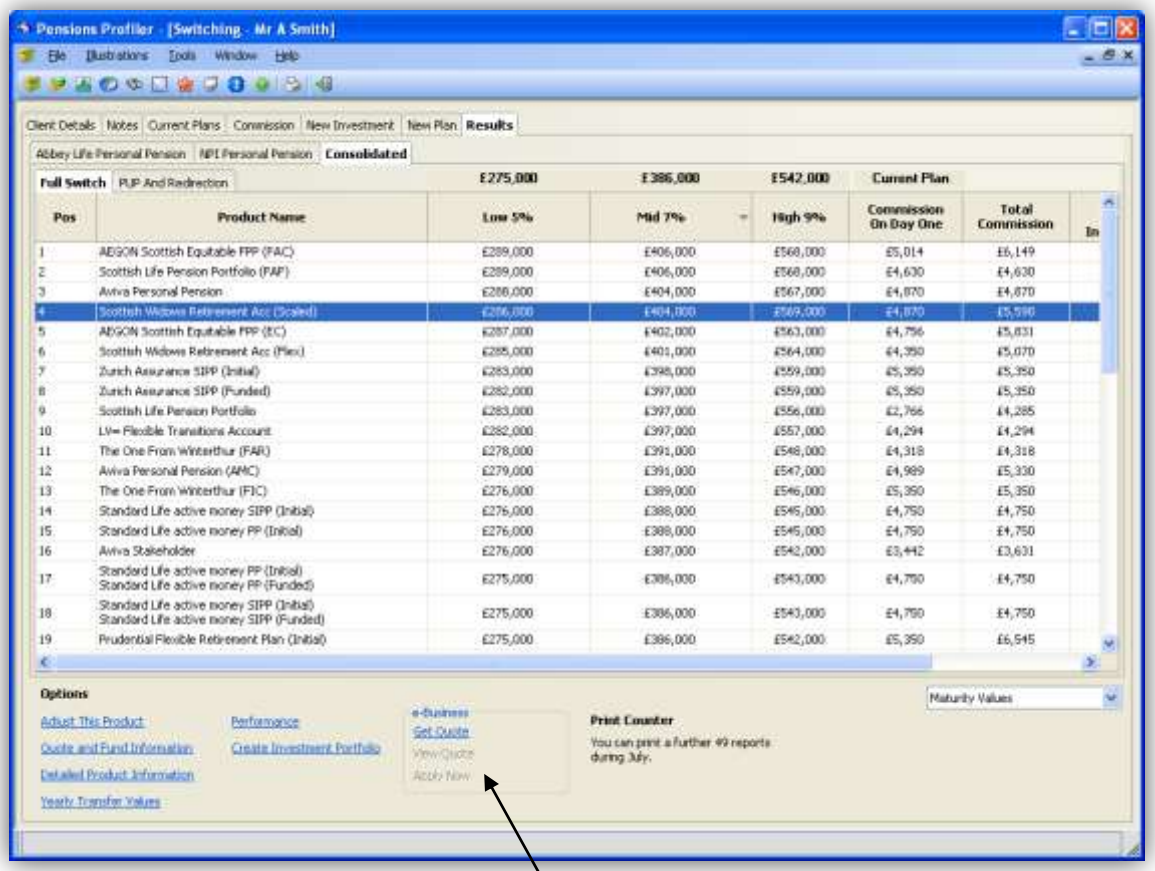
Selecting the report will allow the user to view the contents of the report prior to printing. The available monthly prints are shown on the results page. At the time of obtaining the results, any number of copies can be printed, and this will only count as one print. Where a consolidated report is printed, this is only classed as one switch print.

It is possible to increase the printing capability by purchasing multiple product licences. Additional licences are available at a reduced rate.

Further information can be obtained by contacting sales support on 0845 490 1155 or sales@omsystems.co.uk.

Exchange Portal System Link

Registered users of the Exchange are able to obtain real-time quotations directly from the Switching and Projections facilities within Pensions Profiler. This avoids time spent on rekeying data into both systems. You will need to enter your Exchange User ID and Password via Tools – Options – e-Business. See page 19 for further details.


Pensions Profiler - [Switching - Mr A Smith]
File Illustrations Tools Window Help
Client Details Notes Current Plans Commission New Investment New Plan Results
Abbey Life Personal Pension NPI Personal Pension Consolidated
Full Switch PUP And Redirection
£275,000 £386,000 £542,000 Current Plan
Pos Product Name Low 5% Mid 7% High 9% Commission On Day One Total Commission
1 AEGON Scottish Equitable FPP (FAC) £289,000 £406,000 £568,000 £5,014 £6,149
2 Scottish Life Pension Portfolio (FAF) £289,000 £406,000 £568,000 £4,630 £4,630
3 Aviva Personal Pension £288,000 £404,000 £567,000 £4,870 £4,870
4 Scottish Widows Retirement Acc (Scaled) £286,000 £404,000 £569,000 £4,870 £5,590
5 AEGON Scottish Equitable FPP (EC) £287,000 £402,000 £563,000 £4,756 £5,031
6 Scottish Widows Retirement Acc (Flex) £285,000 £401,000 £564,000 £4,350 £5,070
7 Zurich Assurance SIPP (Initial) £283,000 £398,000 £559,000 £5,350 £5,350
8 Zurich Assurance SIPP (Funded) £282,000 £397,000 £559,000 £5,350 £5,350
9 Scottish Life Pension Portfolio £283,000 £397,000 £556,000 £2,766 £4,285
10 LV= Flexible Transitions Account £282,000 £397,000 £557,000 £4,294 £4,294
11 The One From Winterthur (FAR) £278,000 £391,000 £548,000 £4,318 £4,318
12 Aviva Personal Pension (AMC) £279,000 £391,000 £547,000 £4,989 £5,330
13 The One From Winterthur (FIC) £276,000 £389,000 £546,000 £5,350 £5,350
14 Standard Life active money SIPP (Initial) £276,000 £388,000 £545,000 £4,750 £4,750
15 Standard Life active money PP (Initial) £276,000 £388,000 £545,000 £4,750 £4,750
16 Aviva Stakeholder £276,000 £387,000 £542,000 £3,442 £3,631
17 Standard Life active money PP (Initial) Standard Life active money PP (Funded) £275,000 £386,000 £543,000 £4,750 £4,750
18 Standard Life active money SIPP (Initial) Standard Life active money SIPP (Funded) £275,000 £386,000 £543,000 £4,750 £4,750
19 Prudential Flexible Retirement Plan (Initial) £275,000 £386,000 £542,000 £5,350 £6,545
Options
Adjust This Product
Quote and Fund Information
Detailed Product Information
Yearly Transfer Values
Performance
Create Investment Portfolio
e-Business
Get Quote
View Quote
Apply Now
Print Counter
You can print a further 49 reports during July.
Maturity Values

Once the quote has been retrieved from the Exchange, this can be accessed by clicking the View Quote link. Please note that quotes are automatically removed after 30 days.

Some of the Products appearing on Pensions Profiler are not yet available on the Exchange. Hence, you will find some products that will not offer the options of real-time quotes. We are liaising with the Exchange and many of the product providers to build on this over the coming months.

You will need an Exchange subscription to use this feature.

Projections

Introduction

The Projections facility enables the user to compare products and obtain the correct mix of past performance and charges for clients on a case specific basis.

Click here to enter “Projections”.

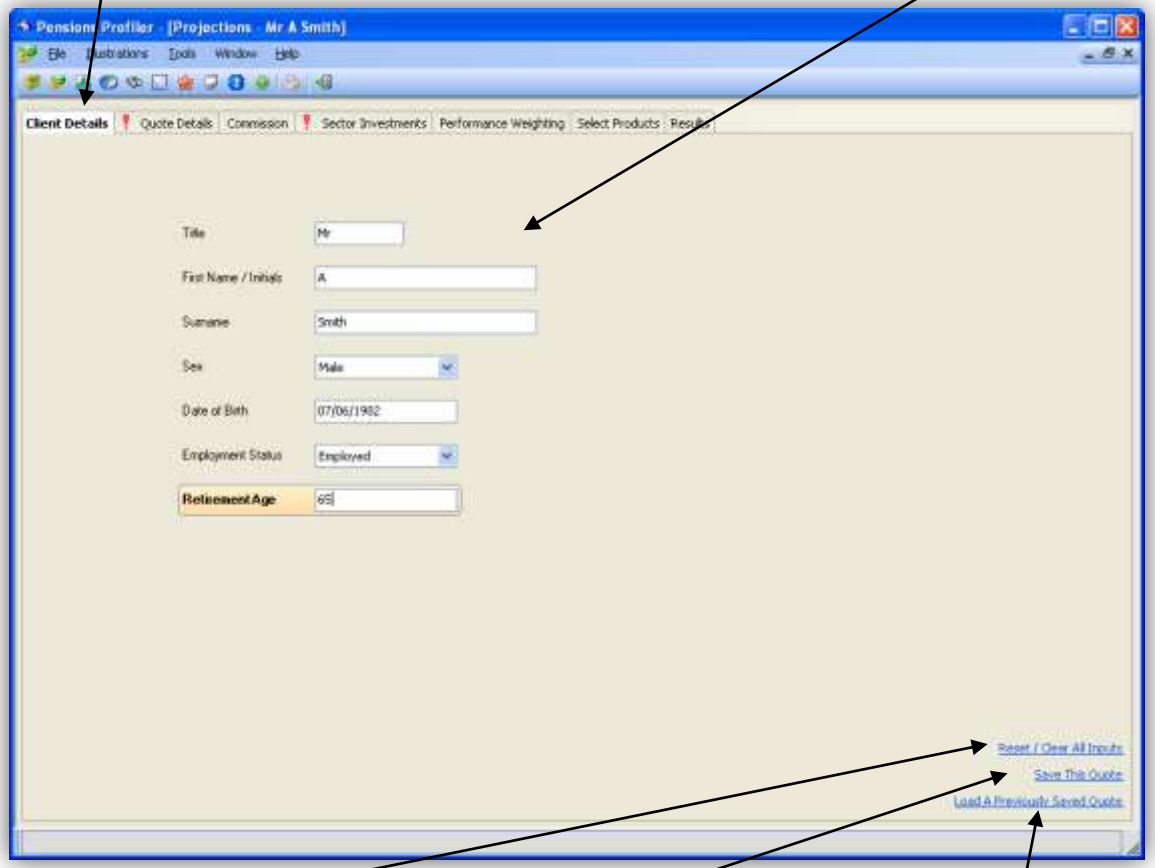
Client Details

The “Client Details” tab allows the user to enter the client’s personal details.

Throughout the system a red exclamation mark is shown against each tab and field name. This indicates that the field or tab is incorrect or incomplete and disappears once corrected.

Complete each tab in sequence.

Enter the client’s personal details.



To reset all data click “Reset / Clear All Inputs”.

Saves the current quotation.

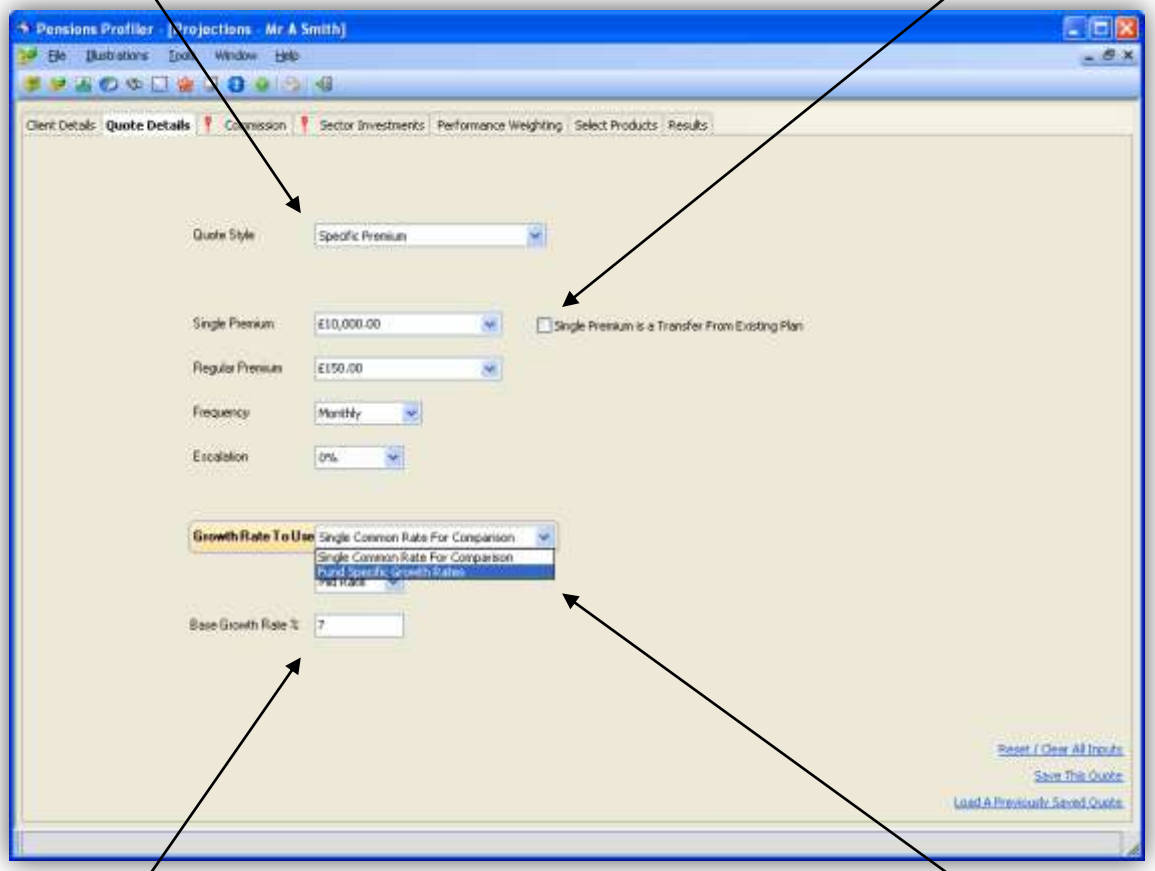
Load a previously saved quotation.

Quote Details

The "Quote Details" tab enables the user to enter the quotation basis. The quote can also be used to include both single and regular premiums projections.

The quote can be either a specific premium or target based.

Enter premium details including any escalation, if applicable.



Any single growth rate can be chosen.

Alternatively the comparison can be made using the growth rates suggested by the relevant provider.

Growth Rate To Use

Single Common Growth Rate For Comparison

This option allows the use to enter a base growth rate to be used in the comparison. The growth rate entered will be applied to all funds used in the comparison.

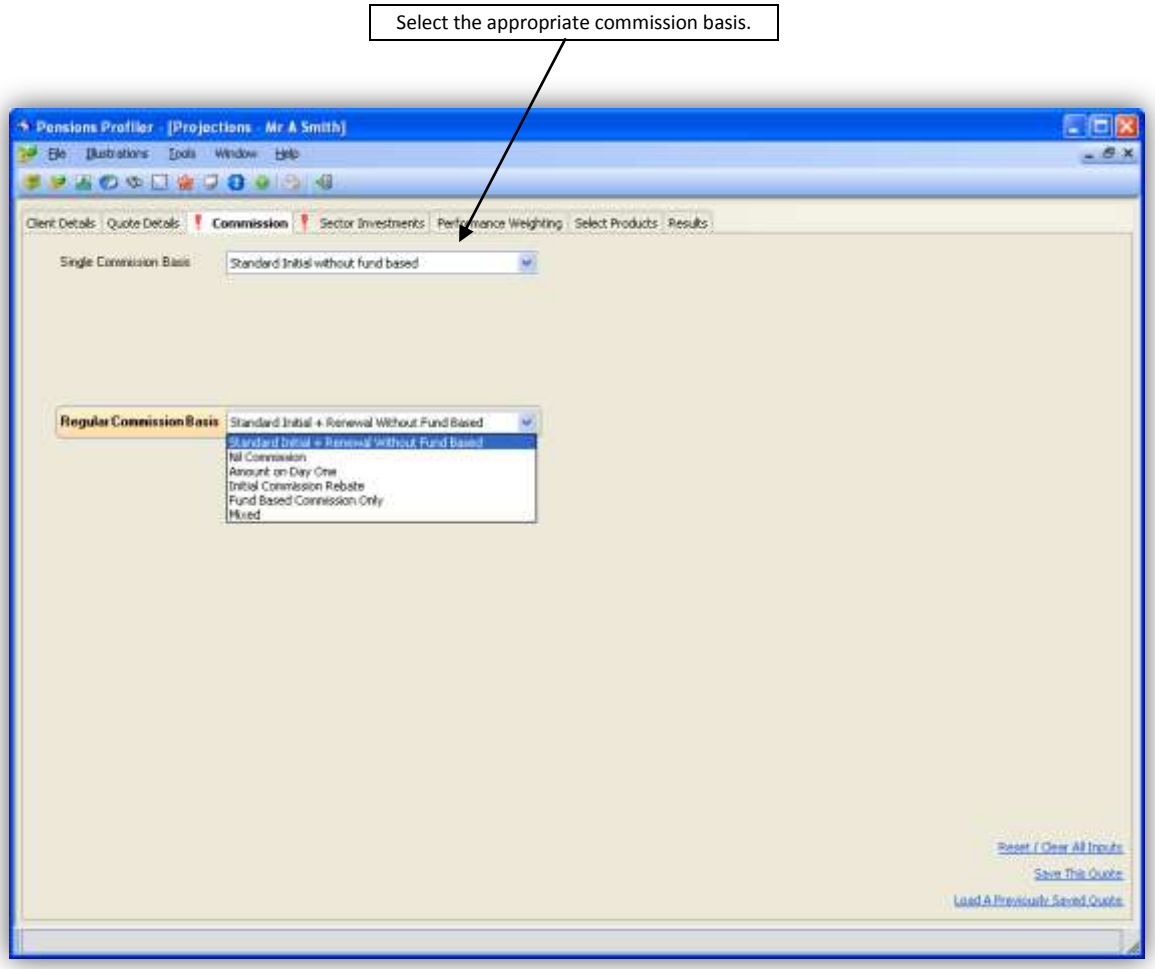
It is important to select the level of the growth rate (low, mid or high) as this impacts on the results when using pension targeting and assumptions such as AEI and RPI.

Fund Specific Growth Rates

This option uses the growth rates suggested by the provider for each fund used in the comparison. When using this option it is important to remember that not all providers use the same growth rate for funds in the same sector.

Commission

The commission basis can be chosen independently for single or regular premiums. Standard commission rates will be used, unless these have been altered through the “Tools” menu.

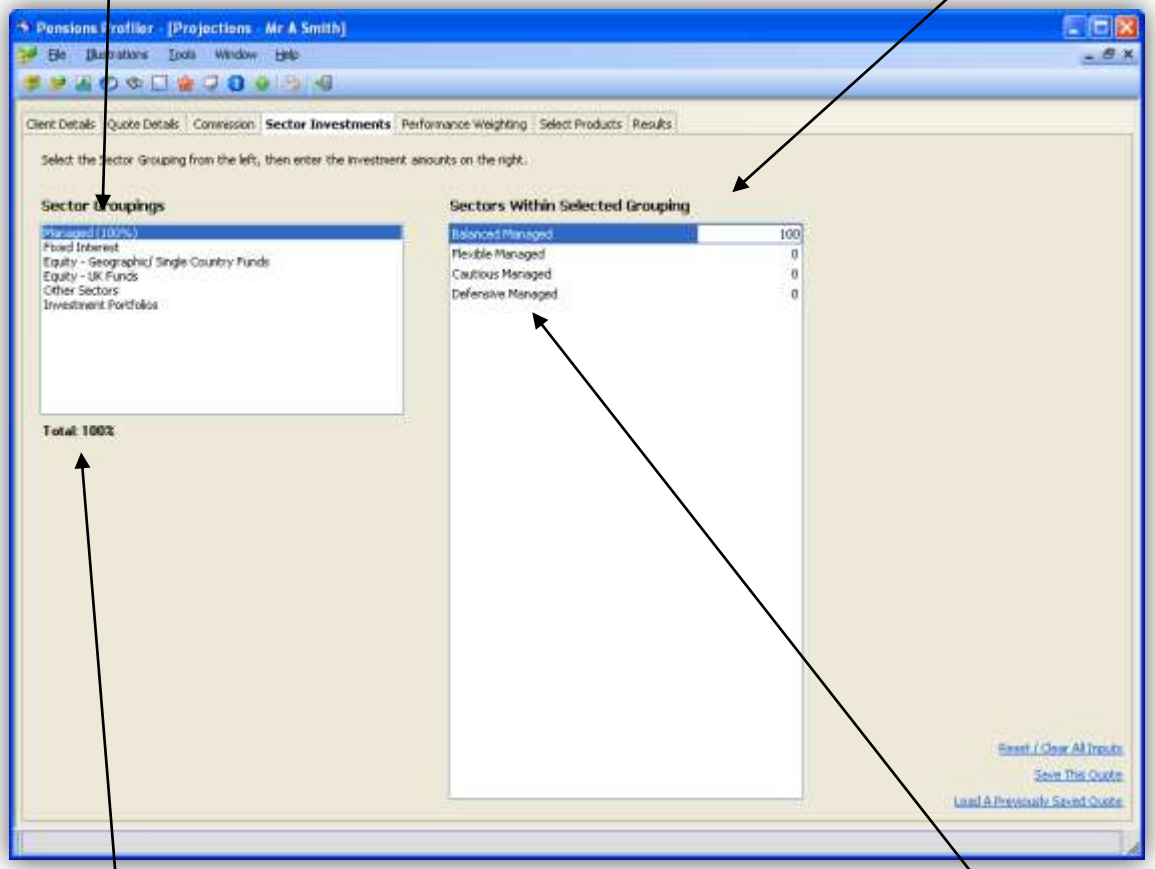


Sector Investments

The “Sector Investment” tab allows the user to enter details of the investment. This can include multiple sector groupings or an “Investment Portfolio”.

Multiple sector groupings can be selected.

Allocate sectors within each grouping.



Ensure the sector split equals 100%.

Double click a sector name to allocate 100%.

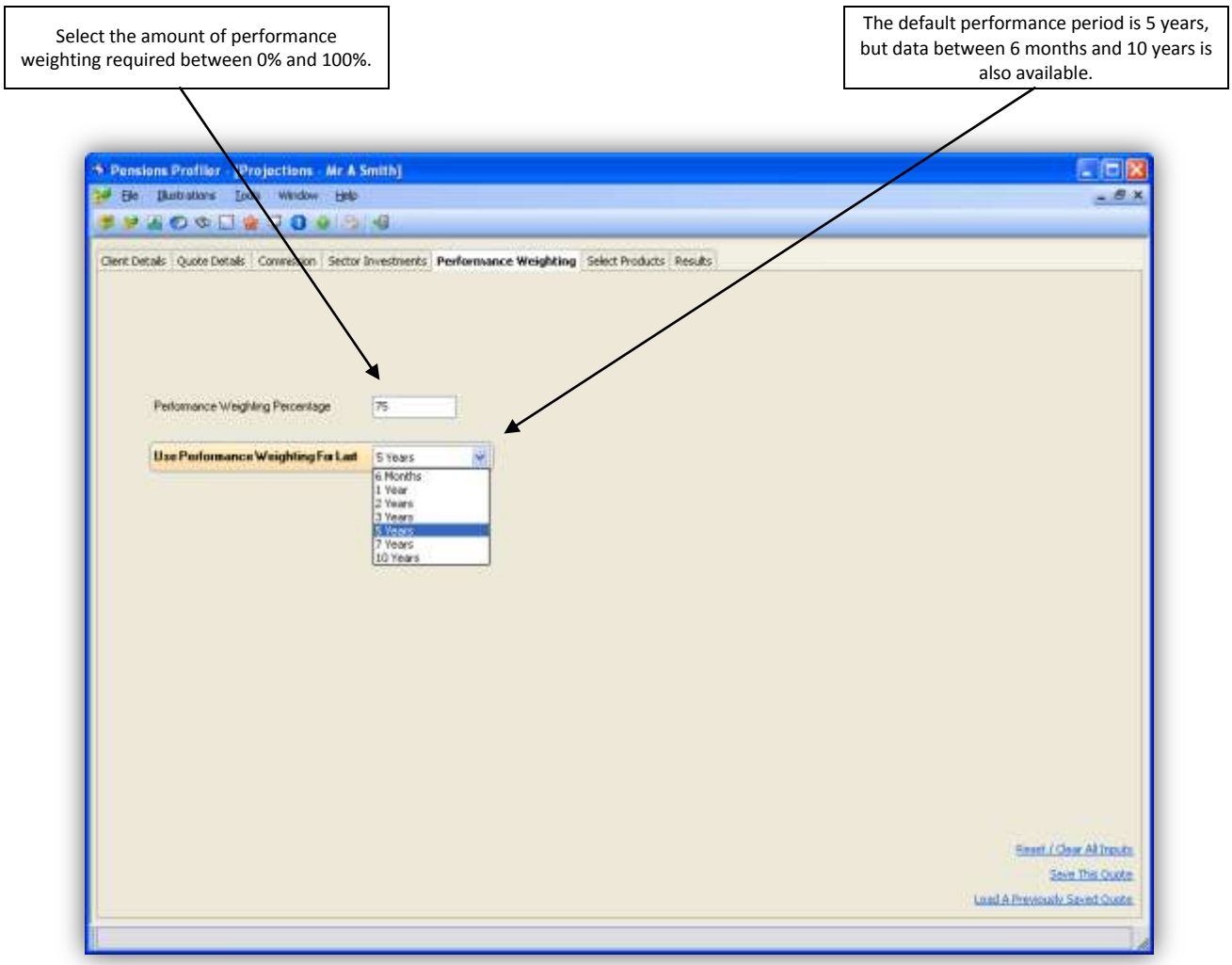
Performance Weighting

Performance Weighting is a system to adjust comparisons to show the effect of past performance.

This is achieved by adjusting the growth rate used in comparisons as follows:

- 0% weighting provides a comparison based upon a uniform 7% growth rate.
- 100% weighting uses the selected period C.A.R from the drop-down box, as the growth rate for each product.

Weighting between 0% and 100% includes some performance and will use a rate between 7% and the selected period C.A.R.



The following demonstrates the calculation process where performance weighting of 75% is being used:

(75% x Gross C.A.R.) + (25% x Base Growth Rate)

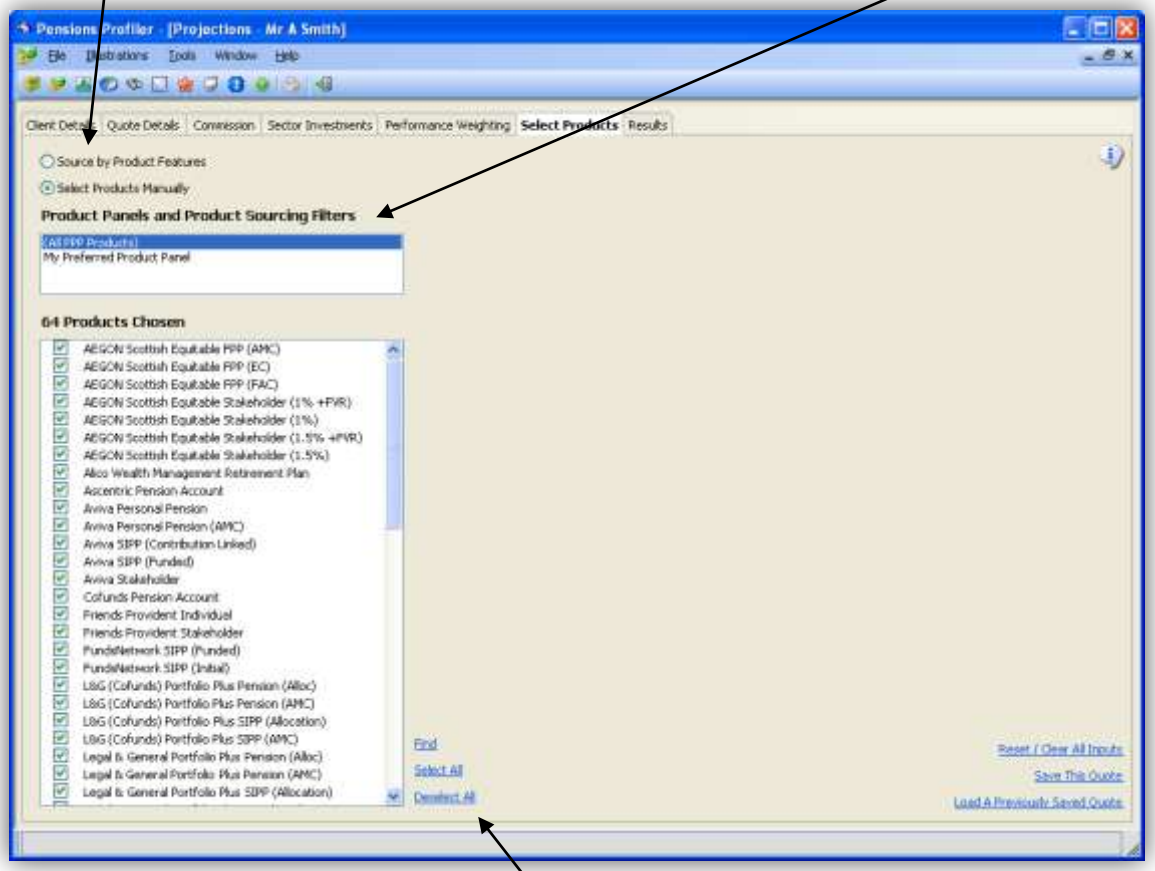
Please note that Performance Weighting should be used with care. Past Performance is not necessarily a guide to future performance.

Select Products

Select the combination of products for the comparison. This can include your own custom “Product Panel” or “Product Sourcing Filter”. See page 15 and 63 for more information.

Products can be selected manually or sourced by product features.

Select individual products or apply a custom “Product Panel”


Pensions Profiler - [Projections - Mr A Smith]
File Illustrations Tools Window Help
Client Details Quote Details Commission Sector Investments Performance Weighting Select Products Results
Source by Product Features
Select Products Manually
Product Panels and Product Sourcing Filters
[All PP Products]
My Preferred Product Panel
64 Products Chosen
AEGON Scottish Equitable PPP (AMC)
AEGON Scottish Equitable PPP (EC)
AEGON Scottish Equitable PPP (FAC)
AEGON Scottish Equitable Stakeholder (1% +PVR)
AEGON Scottish Equitable Stakeholder (1%)
AEGON Scottish Equitable Stakeholder (1.5% +PVR)
AEGON Scottish Equitable Stakeholder (1.5%)
Alos Wealth Management Retirement Plan
Ascentric Pension Account
Aviva Personal Pension
Aviva Personal Pension (AMC)
Aviva SIPP (Contribution Linked)
Aviva SIPP (Funded)
Aviva Stakeholder
Cofunds Pension Account
Friends Provident Individual
Friends Provident Stakeholder
FundsNetwork SIPP (Funded)
FundsNetwork SIPP (Initial)
L&G (Cofunds) Portfolio Plus Pension (Alloc)
L&G (Cofunds) Portfolio Plus Pension (AMC)
L&G (Cofunds) Portfolio Plus SIPP (Allocation)
L&G (Cofunds) Portfolio Plus SIPP (AMC)
Legal & General Portfolio Plus Pension (Alloc)
Legal & General Portfolio Plus Pension (AMC)
Legal & General Portfolio Plus SIPP (Allocation)
Find
Select All
Deselect All
Reset / Clear All Inputs
Save This Quote
Load A Previously Saved Quote

Select or deselect all products.

Results

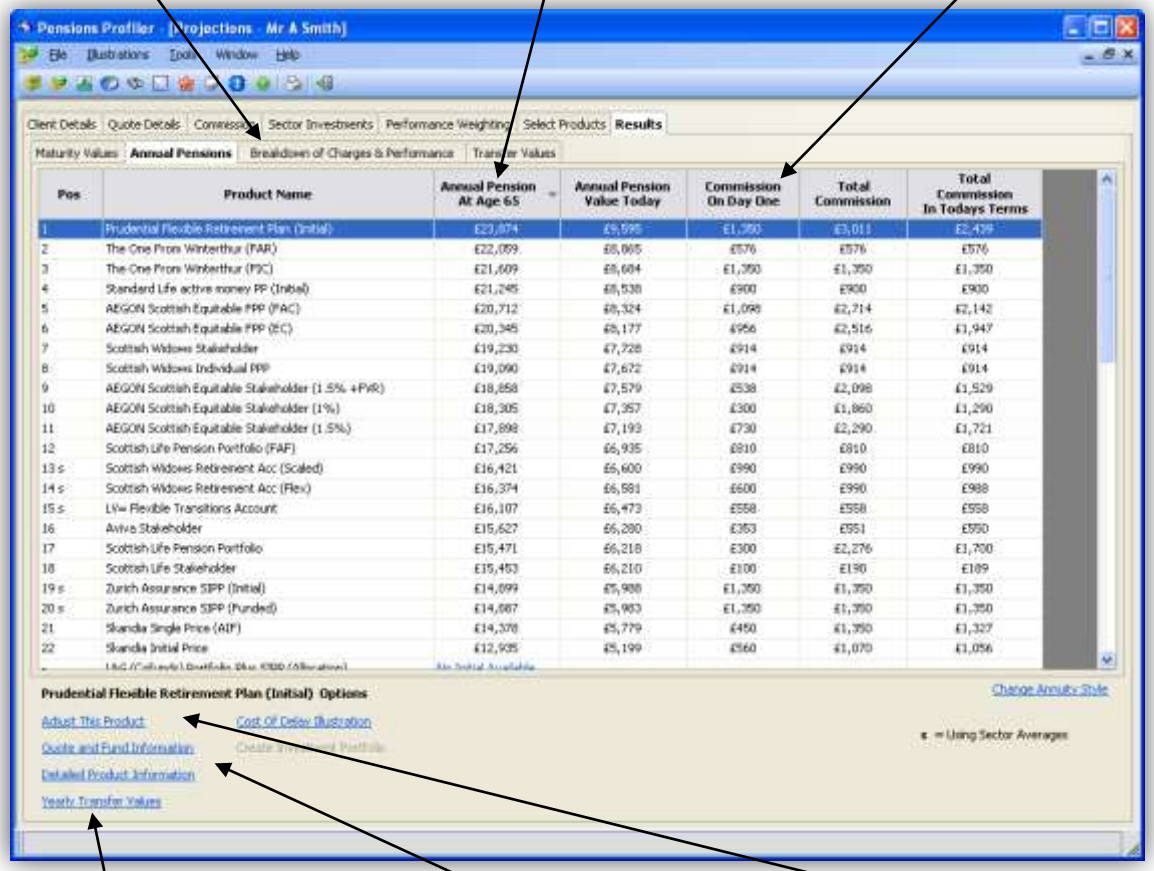
Clicking the “Results” tab will produce a comparison of the clients projected pension benefits based on the quotation details.

Maturity Values

Four sets of results are available.

Funds are listed by maturity value. Click a column heading to sort results.

Commission payable.


Pensions Profiler - [Projections - Mr A Smith]
File Illustrations Tools Window Help
Client Details Quote Details Commission Sector Investments Performance Weighting Select Products Results
Maturity Values Annual Pensions Breakdown of Charges & Performance Transfer Values
Pos Product Name Annual Pension At Age 65 Annual Pension Value Today Commission On Day One Total Commission Total Commission In Todays Terms
1 Prudential Flexible Retirement Plan (Initial) £23,074 £9,595 £1,350 £3,011 £2,439
2 The One From Winterthur (FAR) £22,059 £8,865 £576 £576 £576
3 The One From Winterthur (FSC) £21,609 £8,684 £1,350 £1,350 £1,350
4 Standard Life active money PP (Initial) £21,245 £8,538 £900 £900 £900
5 AEGON Scottish Equitable PPP (FAC) £20,712 £8,324 £1,098 £2,714 £2,142
6 AEGON Scottish Equitable PPP (EC) £20,345 £8,177 £956 £2,516 £1,947
7 Scottish Widows Stakeholder £19,230 £7,728 £914 £914 £914
8 Scottish Widows Individual PPP £19,090 £7,672 £914 £914 £914
9 AEGON Scottish Equitable Stakeholder (1.5% +PVR) £18,858 £7,579 £538 £2,098 £1,529
10 AEGON Scottish Equitable Stakeholder (1%) £18,305 £7,357 £300 £1,860 £1,290
11 AEGON Scottish Equitable Stakeholder (1.5%) £17,898 £7,193 £730 £2,290 £1,721
12 Scottish Life Pension Portfolio (FAF) £17,256 £6,935 £810 £810 £810
13 s Scottish Widows Retirement Acc (Scaled) £16,421 £6,600 £990 £990 £990
14 s Scottish Widows Retirement Acc (Flex) £16,374 £6,581 £600 £990 £988
15 s LV= Flexible Transitions Account £16,107 £6,473 £558 £558 £558
16 Aviva Stakeholder £15,627 £6,280 £353 £951 £950
17 Scottish Life Pension Portfolio £15,471 £6,218 £300 £2,276 £1,700
18 Scottish Life Stakeholder £15,453 £6,210 £100 £190 £189
19 s Zurich Assurance SIPP (Initial) £14,099 £5,988 £1,350 £1,350 £1,350
20 s Zurich Assurance SIPP (Funded) £14,087 £5,983 £1,350 £1,350 £1,350
21 Skandia Single Price (AIF) £14,378 £5,779 £450 £1,350 £1,327
22 Skandia Initial Price £12,935 £5,199 £560 £1,070 £1,056
Prudential Flexible Retirement Plan (Initial) Options
Change Annuity Style
Adjust This Product
Cost Of Delay Illustration
Quote and Fund Information
s = Using Sector Averages
Detailed Product Information
Yearly Transfer Values

Yearly transfer values are available for the highlighted product.

Access to general details, reasons why and product features for the highlighted product.

Graphically illustrates the cost of delaying the commencement of the policy and access quotation information.

Adjusting Products

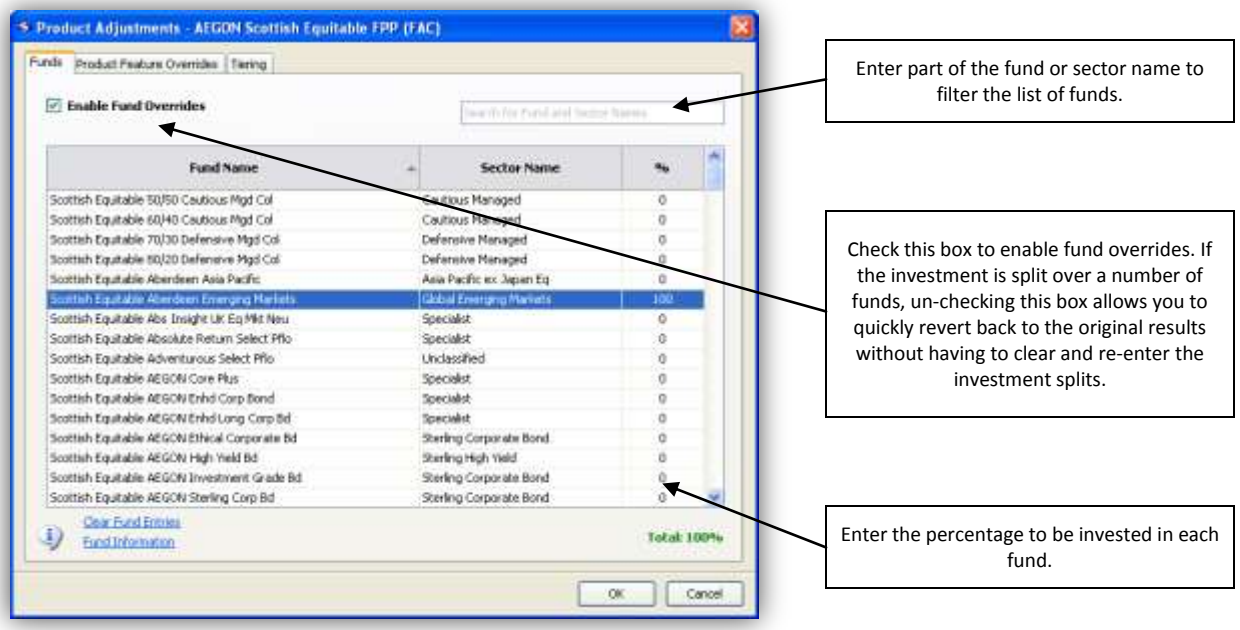
The “Adjust This Product” link allows the user to make alterations to the selected product directly from the results screen. It possible to adjust three areas:

- Funds
- Product Features Overrides
- Tiering

Products which have had adjustments made can be indentified in the results screen by an ‘a’ after the position number.

Funds

From the results screen the funds being used in the comparison can be viewed for the selected product via the Quotation Information link. The funds used in the comparison can be adjusted in a number of ways including changing the default funds or by creating Investment Portfolios. Alternatively the fund being used in the comparison can quickly be changed via the Funds tab accessed via the “Adjust This Product” link.

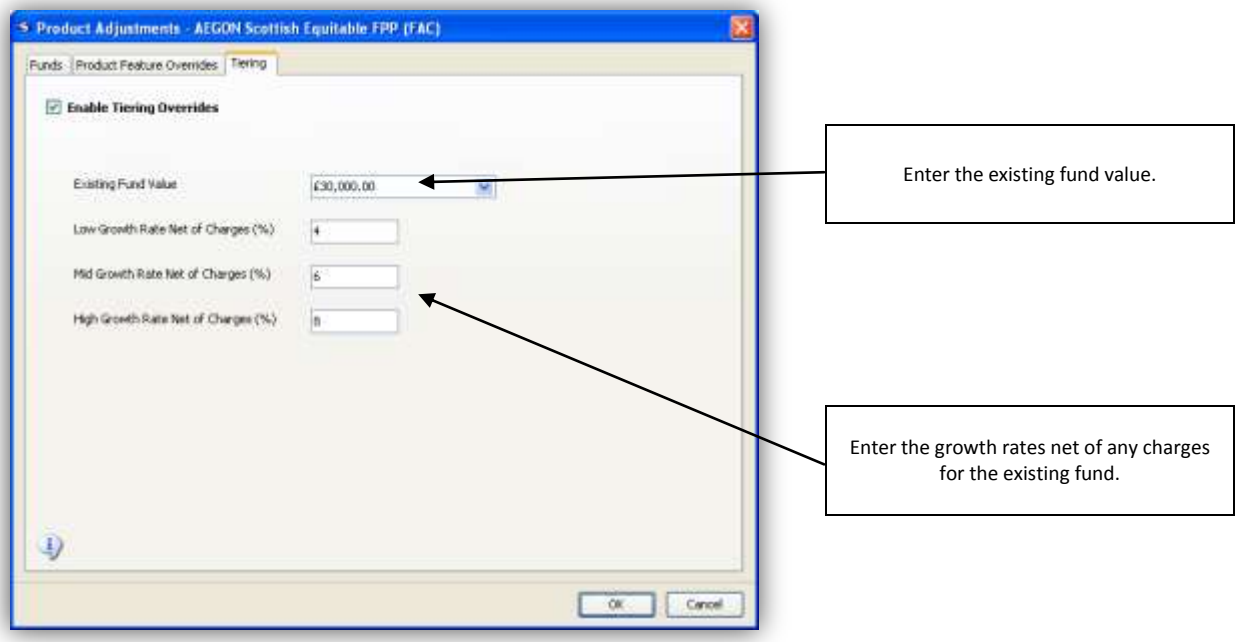

Product Adjustments - AEGON Scottish Equitable FPP (FAC)
Funds
Product Feature Overrides
Tiering
Enable Fund Overrides
Fund Name
Sector Name
%
Clear Fund Entries
Fund Information
Total: 100%
OK
Cancel
Enter part of the fund or sector name to filter the list of funds.
Check this box to enable fund overrides. If the investment is split over a number of funds, un-checking this box allows you to quickly revert back to the original results without having to clear and re-enter the investment splits.
Enter the percentage to be invested in each fund.

Product Feature Overrides

Some pension products have additional options available, and it may be necessary to make adjustments to the product to suit the basis on which you are recommending it. These can be enabled via the Products Feature Overrides tab.

Tiering

The tiering tab allows users to include an existing fund in the comparison and take advantage of any tiered fund charges which apply to the product. If an existing fund value is entered, Pensions Profiler will use it as the starting point in the comparison.



There is no single basis for the application of fund based tiering and the growth rates will depend on the basis being used. The three most commons methods are shown below:

- **Matching Rates** – By default, Pensions Profiler will pre-populate the low, mid and high growth rates based on the reduction of yield on the new plan.
- **Provider Specified Rates** – Where an illustration is available from the provider, it will usually show the "effect of charges" and quote a rate of growth. Normally this will be quoted at a mid rate and the difference between this rate and the normal growth will be applied to the low and high rates.
- **No Growth Assumed – It i**s possible that the provider might take account of the existing fund value but assume that this does not grow. Where this is the case, a "0" should be entered for each growth rate.

Rounding of Projected Maturity Values

For companies providing illustrations of projected money purchase pension funds, there are strict rules regarding the manner in which this must be presented to a client.

The rules governing projections are set out in the FSA Conduct of Business Sourcebook (COBS) section 12, Annex 2, Projections. Part 1.1 of the Annex states that projections must be rounded down and show no more than three significant figures.

Pensions Profiler displays the maturity value of the current plan (within Switching) and any new plans rounded down to three significant figures. All calculations, for example annual growth rate / annual safety margin use the actual projected value.

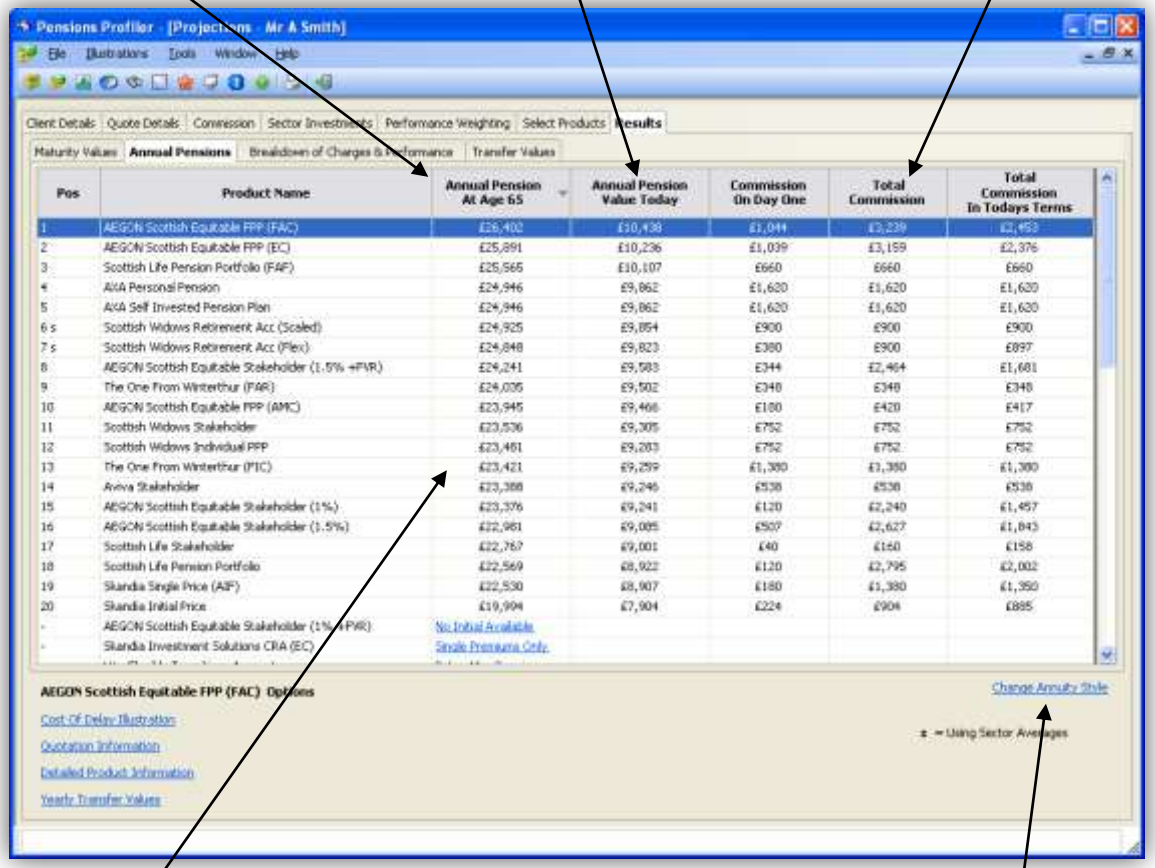
Annual Pensions

The "Annual Pensions" tab provides an indication of the income that could be expected at selected retirement age. An annual pension in today's figures is also included as per FSA guidelines.

Annual pension shown at selected retirement age.

Annual pension shown in today's terms.

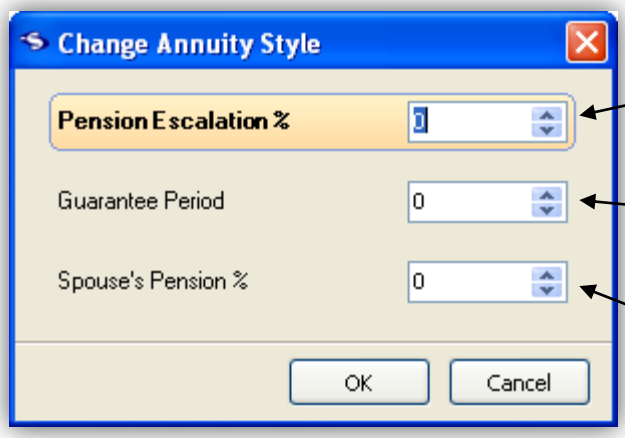
Commission rates.


Pensions Profiler - [Projections - Mr A Smith]
File Illustrations Tools Window Help
Client Details Quote Details Commission Sector Investments Performance Weighting Select Products Results
Maturity Values Annual Pensions Breakdown of Charges & Performance Transfer Values
Pos
Product Name
Annual Pension At Age 65
Annual Pension Value Today
Commission On Day One
Total Commission
Total Commission In Todays Terms
1 AEGON Scottish Equitable FPP (FAC) £26,402 £10,438 £1,044 £3,239 £2,453
2 AEGON Scottish Equitable FPP (EC) £25,891 £10,236 £1,039 £3,159 £2,376
3 Scottish Life Pension Portfolio (FAF) £25,565 £10,107 £660 £660 £660
4 AXA Personal Pension £24,946 £9,862 £1,620 £1,620 £1,620
5 AXA Self Invested Pension Plan £24,946 £9,862 £1,620 £1,620 £1,620
6 s Scottish Widows Retirement Acc (Scaled) £24,925 £9,854 £900 £900 £900
7 s Scottish Widows Retirement Acc (Flex) £24,848 £9,823 £380 £900 £897
8 AEGON Scottish Equitable Stakeholder (1.5% +PWR) £24,241 £9,583 £344 £2,464 £1,681
9 The One From Winterthur (FAR) £24,035 £9,502 £348 £348 £348
10 AEGON Scottish Equitable FPP (AMC) £23,945 £9,466 £180 £420 £417
11 Scottish Widows Stakeholder £23,536 £9,305 £752 £752 £752
12 Scottish Widows Individual FPP £23,461 £9,283 £752 £752 £752
13 The One From Winterthur (PIC) £23,421 £9,259 £1,380 £1,380 £1,380
14 Aviva Stakeholder £23,388 £9,246 £538 £538 £538
15 AEGON Scottish Equitable Stakeholder (1%) £23,376 £9,241 £120 £2,240 £1,457
16 AEGON Scottish Equitable Stakeholder (1.5%) £22,981 £9,085 £507 £2,627 £1,843
17 Scottish Life Stakeholder £22,767 £9,001 £40 £160 £158
18 Scottish Life Pension Portfolio £22,569 £8,922 £120 £2,795 £2,002
19 Skandia Single Price (ASF) £22,530 £8,907 £180 £1,380 £1,350
20 Skandia Initial Price £19,994 £7,904 £224 £904 £885
- AEGON Scottish Equitable Stakeholder (1% +PWR) No Initial Available
- Skandia Investment Solutions CRA (EC) Single Premiums Only
AEGON Scottish Equitable FPP (FAC) Options
Change Annuity Style
Cost Of Delay Illustration
Quotation Information
Detailed Product Information
Yearly Transfer Values
± = Using Sector Averages

Annuity rates used are as per the FSA guidelines.

Change the annuity style.

Changing The Annuity Style



Enter pension escalation.

Enter a guarantee period.

Enter a spouse's pension.

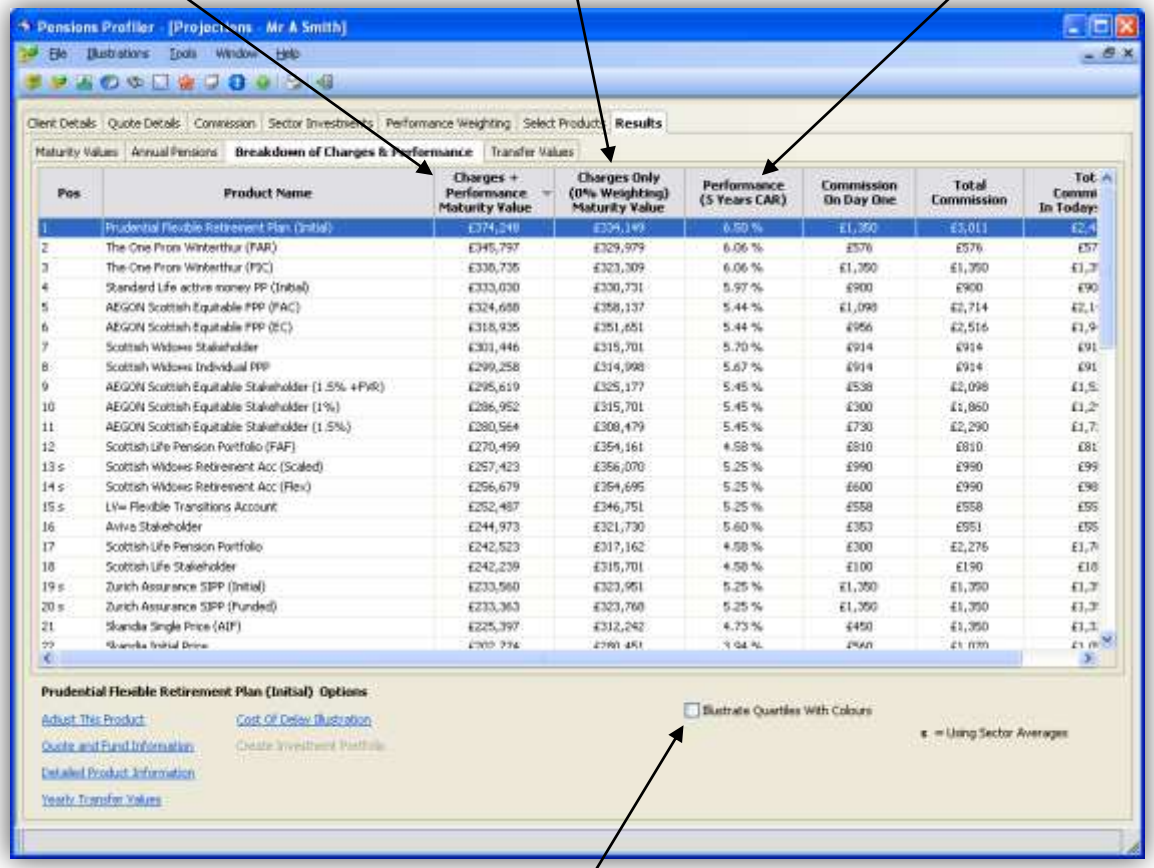
Breakdown of Charges & Performance

The Breakdown of Charges & Performance tab allows the user to rank products based on charges and performance.

Maturity values shown including both charges and performance.

Maturity values shown including charges only.

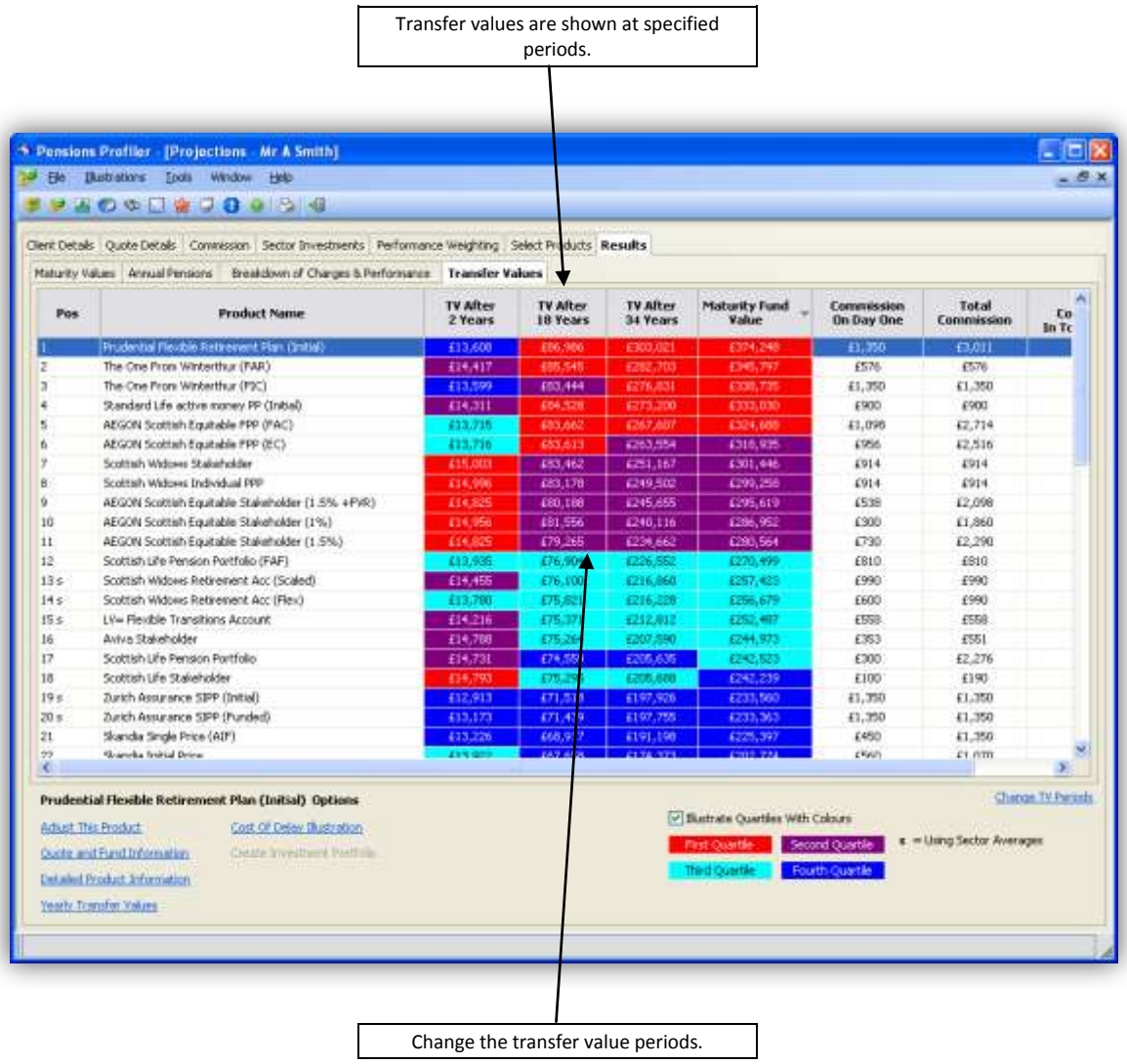
5 year C.A.R.


Pensions Profiler - [Projections - Mr A Smith]
File Illustrations Tools Window Help
Client Details Quote Details Commission Sector Investments Performance Weighting Select Products Results
Maturity Values Annual Pensions Breakdown of Charges & Performance Transfer Values
Pos
Product Name
Charges + Performance Maturity Value
Charges Only (0% Weighting) Maturity Value
Performance (5 Years CAR)
Commission On Day One
Total Commission
Tot Comm In Today
1 Prudential Flexible Retirement Plan (Initial) £374,248 £334,149 6.50 % £1,350 £5,011 £2,4
2 The One From Winterthur (FAR) £345,797 £329,979 6.06 % £576 £576 £57
3 The One From Winterthur (FSC) £338,735 £323,309 6.06 % £1,350 £1,350 £1,3
4 Standard Life active money PP (Initial) £333,030 £330,731 5.97 % £900 £900 £90
5 AEGON Scottish Equitable PPP (FAC) £324,688 £358,137 5.44 % £1,098 £2,714 £2,1
6 AEGON Scottish Equitable PPP (EC) £318,935 £351,651 5.44 % £956 £2,516 £1,9
7 Scottish Widows Stakeholder £301,446 £315,701 5.70 % £914 £914 £91
8 Scottish Widows Individual PPP £299,258 £314,998 5.67 % £914 £914 £91
9 AEGON Scottish Equitable Stakeholder (1.5% +PWR) £295,619 £325,177 5.45 % £538 £2,098 £1,5
10 AEGON Scottish Equitable Stakeholder (1%) £286,952 £315,701 5.45 % £300 £1,860 £1,2
11 AEGON Scottish Equitable Stakeholder (1.5%) £280,564 £308,479 5.45 % £730 £2,290 £1,7
12 Scottish Life Pension Portfolio (FAF) £270,499 £354,161 4.58 % £810 £810 £81
13 s Scottish Widows Retirement Acc (Scaled) £257,423 £356,070 5.25 % £990 £990 £99
14 s Scottish Widows Retirement Acc (Flex) £256,679 £354,695 5.25 % £600 £990 £98
15 s LV= Flexible Transitions Account £252,487 £346,751 5.25 % £558 £558 £55
16 Aviva Stakeholder £244,973 £321,730 5.60 % £353 £951 £95
17 Scottish Life Pension Portfolio £242,523 £317,162 4.58 % £300 £2,276 £1,7
18 Scottish Life Stakeholder £242,239 £315,701 4.58 % £100 £190 £10
19 s Zurich Assurance SIPP (Initial) £233,560 £323,951 5.25 % £1,350 £1,350 £1,3
20 s Zurich Assurance SIPP (Funded) £233,363 £323,760 5.25 % £1,350 £1,350 £1,3
21 Skandia Single Price (AIP) £225,397 £312,242 4.73 % £450 £1,350 £1,3
Prudential Flexible Retirement Plan (Initial) Options
Adjust This Product
Quote and Fund Information
Detailed Product Information
Yearly Transfer Values
Cost Of Delay Illustration
Create Investment Portfolio
Illustrate Quartiles With Colours
s = Using Sector Averages

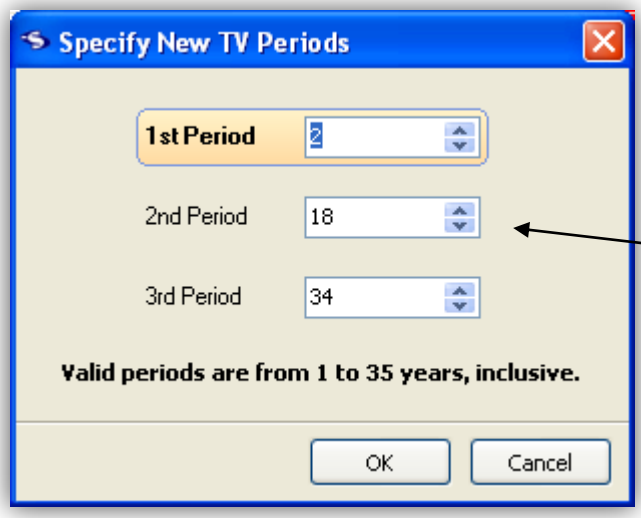
Apply quartile colours.

Transfer Values

The "Transfer Values" tab allows the user to view transfer values at specified periods.



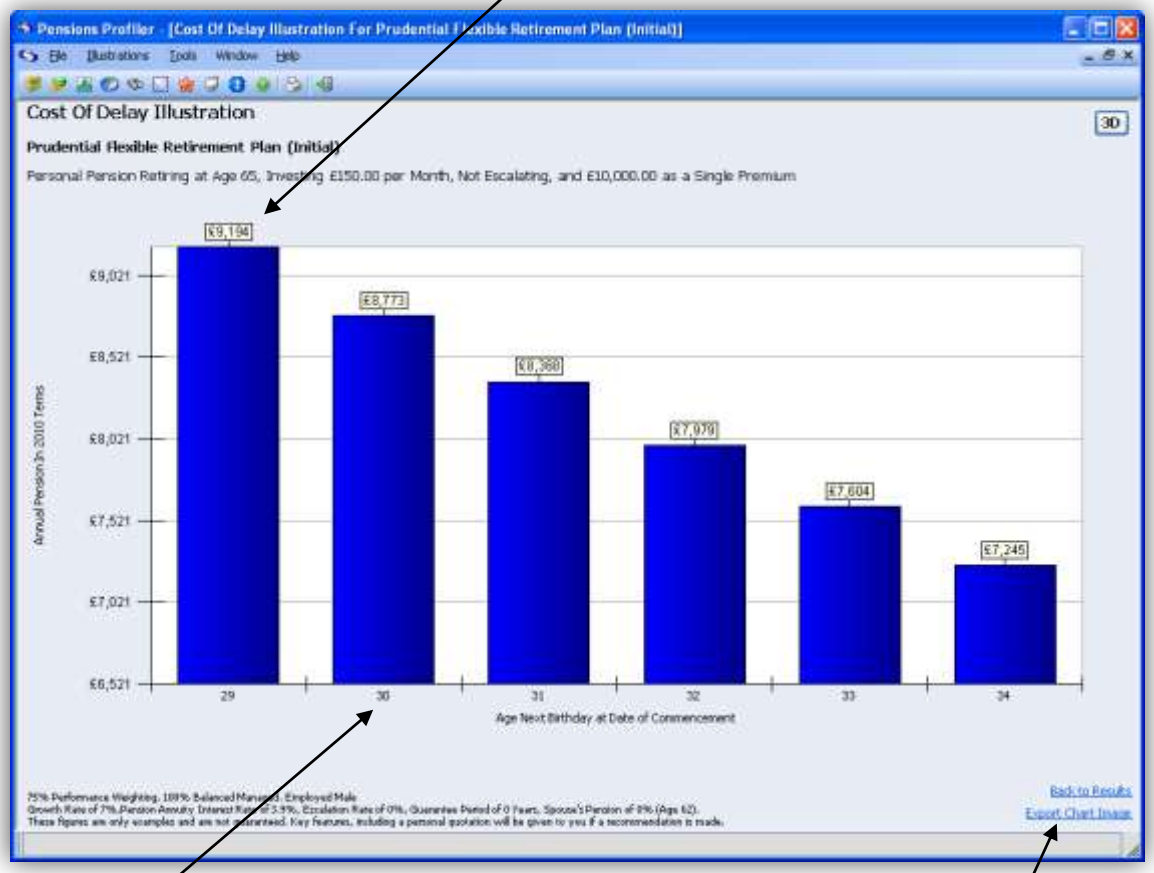
Specify The Transfer Value Periods



Cost Of Delay

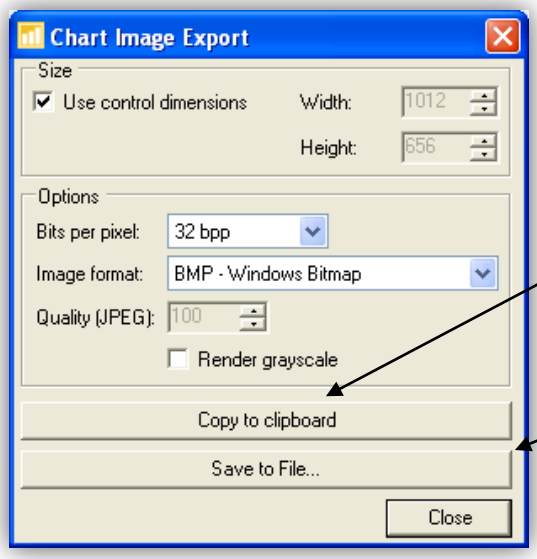
The cost of delay to the client can be shown should they defer commencement of the policy.

Pensions are quoted as present day values.



Cost of delay is illustrated over a 6 year period.

Export the graph for use in other programs.

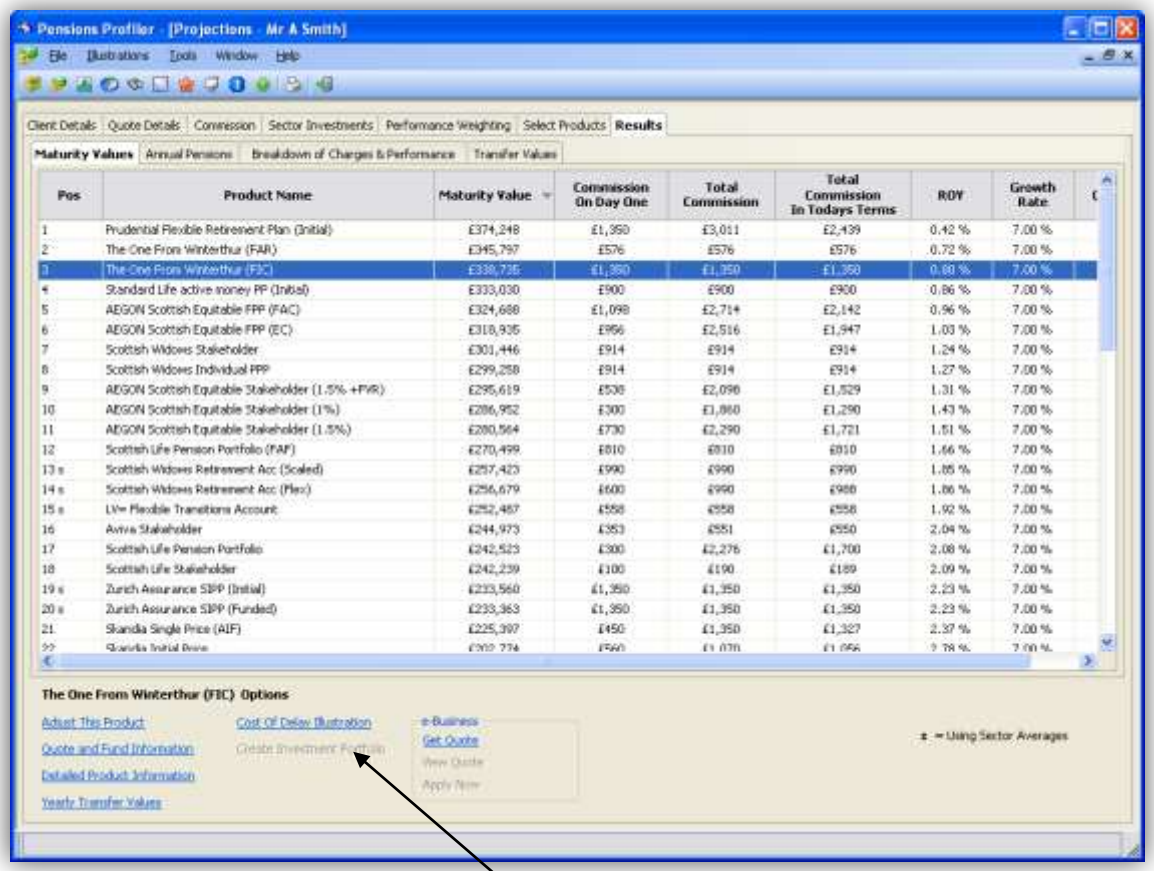


Copy to clipboard to paste into an alternative program.

Save the graph as an image file.

Exchange Portal System Link

Registered users of the Exchange are able to obtain real-time quotations directly from the Switching and Projections facilities within Pensions Profiler. This avoids time spent on rekeying data into both systems. You will need to enter your Exchange User ID and Password via Tools – Options – e-Business. See page 19 for further details.


Pensions Profiler - [Projections - Mr A Smith]
File Illustrations Tools Window Help
Client Details Quote Details Commission Sector Investments Performance Weighting Select Products Results
Maturity Values Annual Pensions Breakdown of Charges & Performance Transfer Values
Pos
Product Name
Maturity Value
Commission On Day One
Total Commission
Total Commission In Todays Terms
ROY
Growth Rate
1 Prudential Flexible Retirement Plan (Initial) £374,248 £1,350 £3,011 £2,439 0.42 % 7.00 %
2 The One From Winterthur (FAR) £345,797 £576 £576 £576 0.72 % 7.00 %
3 The One From Winterthur (FIC) £338,735 £1,350 £1,350 £1,350 0.80 % 7.00 %
4 Standard Life active money PP (Initial) £333,030 £900 £900 £900 0.86 % 7.00 %
5 AEGON Scottish Equitable FPP (FAC) £324,688 £1,098 £2,714 £2,142 0.96 % 7.00 %
6 AEGON Scottish Equitable FPP (EC) £318,935 £956 £2,516 £1,947 1.03 % 7.00 %
7 Scottish Widows Stakeholder £301,446 £914 £914 £914 1.24 % 7.00 %
8 Scottish Widows Individual PPP £299,258 £914 £914 £914 1.27 % 7.00 %
9 AEGON Scottish Equitable Stakeholder (1.5% +PVR) £295,619 £530 £2,098 £1,529 1.31 % 7.00 %
10 AEGON Scottish Equitable Stakeholder (1%) £286,952 £300 £1,860 £1,290 1.43 % 7.00 %
11 AEGON Scottish Equitable Stakeholder (1.5%) £280,564 £730 £2,290 £1,721 1.51 % 7.00 %
12 Scottish Life Pension Portfolio (PAF) £270,499 £810 £810 £810 1.66 % 7.00 %
13 s Scottish Widows Retirement Acc (Scaled) £257,423 £990 £990 £990 1.85 % 7.00 %
14 s Scottish Widows Retirement Acc (Flex) £256,679 £600 £990 £988 1.86 % 7.00 %
15 s LV= Flexible Transitions Account £252,487 £558 £558 £558 1.92 % 7.00 %
16 Aviva Stakeholder £244,973 £353 £551 £550 2.04 % 7.00 %
17 Scottish Life Pension Portfolio £242,523 £300 £2,276 £1,700 2.08 % 7.00 %
18 Scottish Life Stakeholder £242,239 £100 £190 £189 2.09 % 7.00 %
19 s Zurich Assurance SIPP (Initial) £233,560 £1,350 £1,350 £1,350 2.23 % 7.00 %
20 s Zurich Assurance SIPP (Funded) £233,363 £1,350 £1,350 £1,350 2.23 % 7.00 %
21 Skandia Single Price (AIF) £225,397 £450 £1,350 £1,327 2.37 % 7.00 %
The One From Winterthur (FIC) Options
Adjust This Product
Quote and Fund Information
Detailed Product Information
Yearly Transfer Values
Cost Of Delay Illustration
Create Investment Portfolio
e-Business
Get Quote
View Quote
Apply Now
± = Using Sector Averages

Once the quote has been retrieved from the Exchange, this can be accessed by clicking the View Quote link. Please note that quotes are automatically removed after 30 days.

Some of the products appearing on Pensions Profiler are not yet available on the Exchange. Therefore, you will find some products that will not offer the options of real-time quotes. We are liaising with the Exchange and many of the product providers to build on this over the coming months.

You will need an Exchange subscription to use this feature.

Past Performance

Introduction

Past Performance allows the user to view the history of unit linked funds.

To standardise performance data, in June 2004 the FSA introduced new rules regarding the presentation of past performance figures. These rules were introduced following CP183 and can be found under Financial Promotion rules in the FSA handbook.

The system includes two sets of past performance data:

- Compliant Data – Updated Quarterly.
- Latest Data – Updated Monthly.

NB. Latest data is understood to be non-compliant if presented to a client in isolation.

The quarterly dates used for compliant data are as follows:

- Quarter 1 - Data to 31st March.
- Quarter 2 - Data to 30th June.
- Quarter 3 - Data to 30th September.
- Quarter 4 - Data to 31st December.

At the end of each quarter, compliant and latest data will be the same.

Switching always uses compliant data when preparing the performance graph that appears in the Switching Report, as this is intended for the client. Latest data will be used in the “Projections” and “Combined Results Profiles” when looking at performance weighting as these reports are for adviser use only.

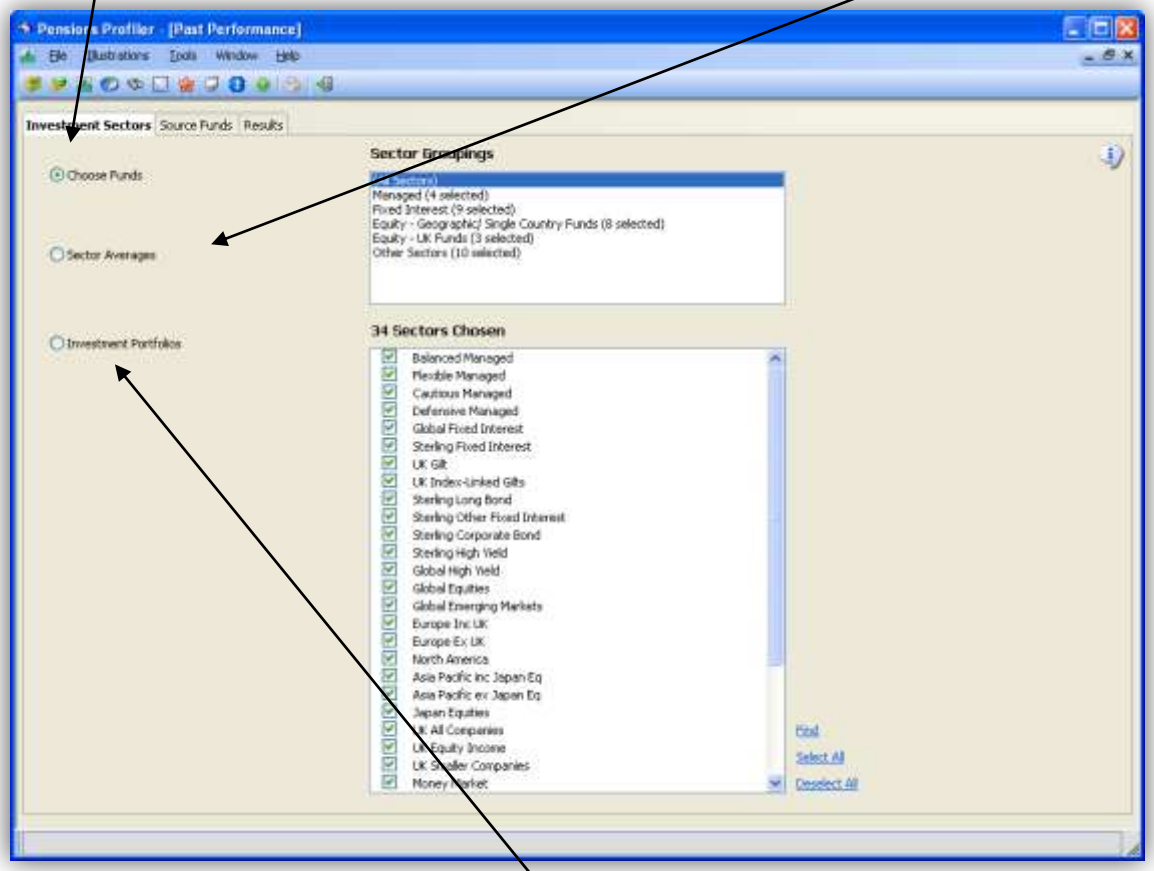
Investment Sectors

The Investment Sectors tab allows the user to specify the sectors for which to view a comparison.

Clicking sector averages will produce a comparison of all sectors. From the results page, graphs illustrating volatility and performance can be produced, which can be invaluable when trying to demonstrate risk and reward to a client, or to support a pension switch.

Funds can be sourced in a number of ways..

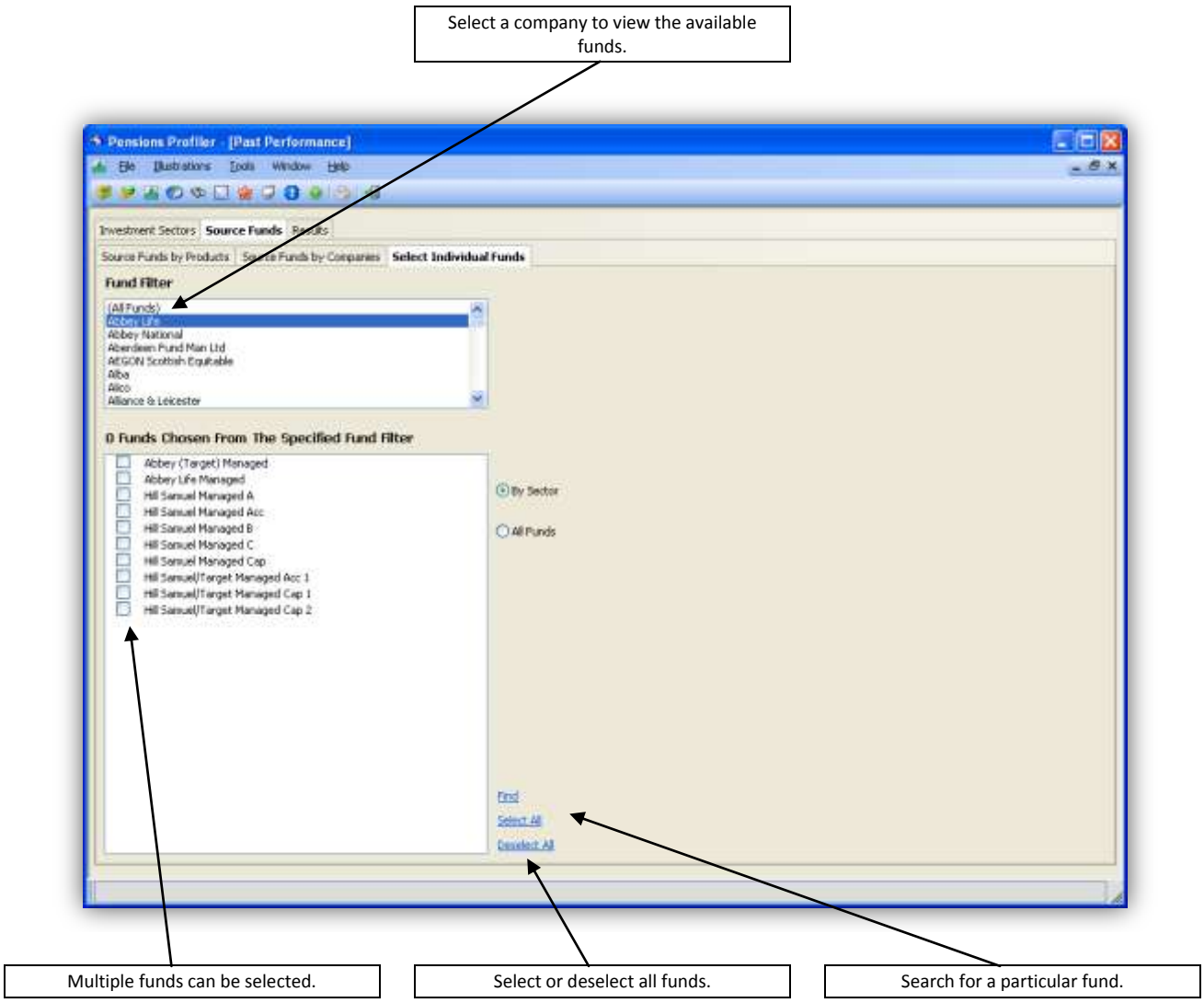
View sector average performance.



View performance for funds used in Investment Portfolios.

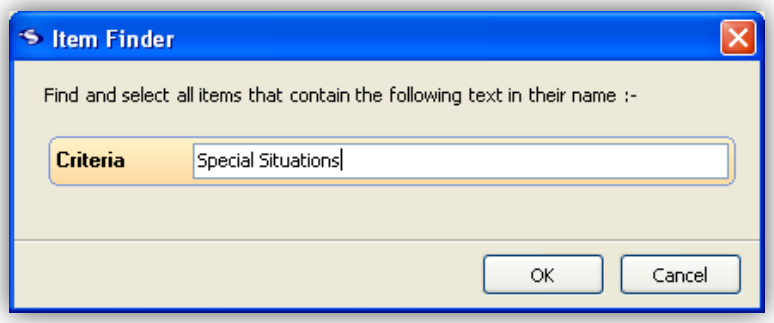
Source Funds

Funds can be selected by product, company or individual fund.



Individual Funds - Fund Finder

It is possible to search for fund names, which contain specific text. When using this method, only funds containing the text entered will be included in the results. This is particularly useful when trying to locate funds, which may now be managed by a different company. Entering less specific text may return more results. For example to find all Special Situations funds try entering “Spec Sit”.



Results

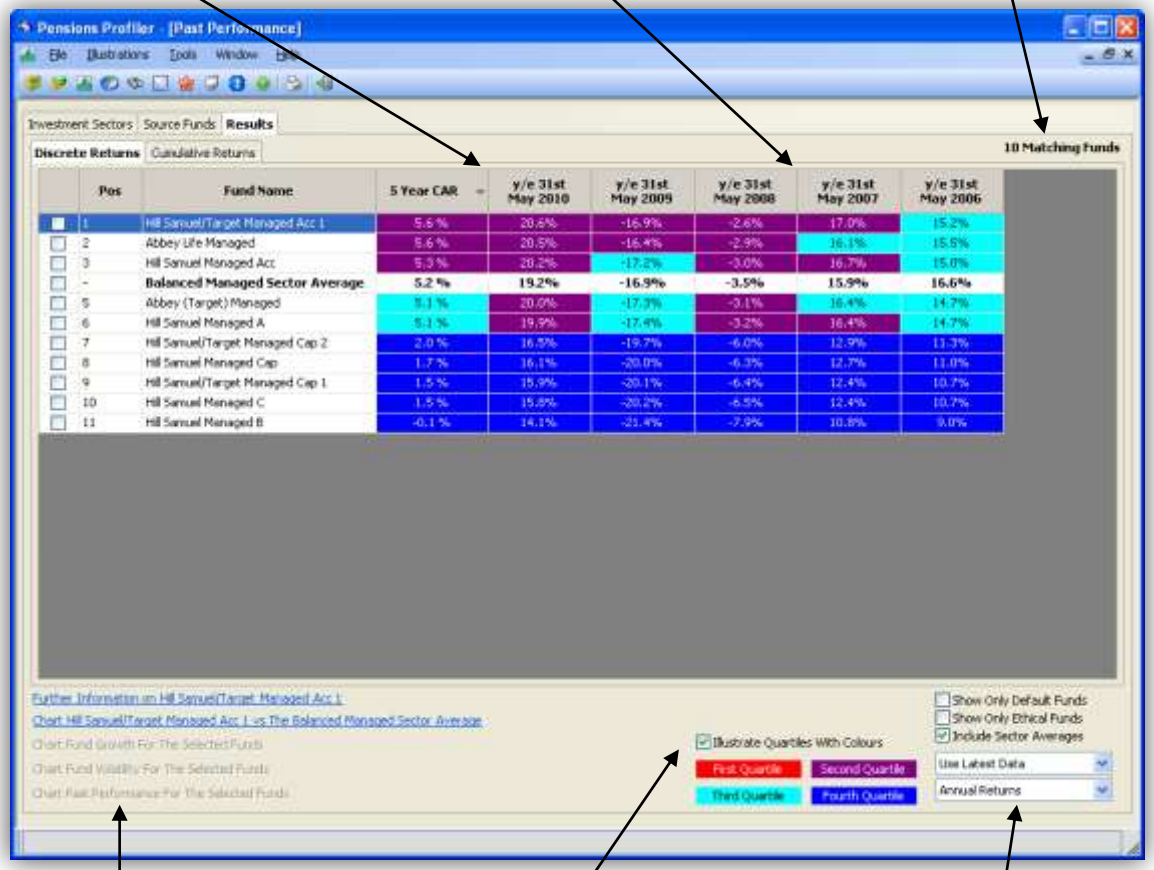
Clicking the “Results” tab will produce a performance comparison.

Discrete Returns

Results are listed by 5 year C.A.R.

Year by year percentage returns.

Number of matching funds.


Pensions Profiler - [Past Performance]
File Illustrations Tools Window Help
Investment Sectors Source Funds Results
Discrete Returns Cumulative Returns
10 Matching Funds
Pos Fund Name 5 Year CAR y/e 31st May 2010 y/e 31st May 2009 y/e 31st May 2008 y/e 31st May 2007 y/e 31st May 2006
1 Hill Samuel/Target Managed Acc 1 5.6 % 20.6% -16.9% -2.6% 17.0% 15.2%
2 Abbey Life Managed 5.6 % 20.5% -16.4% -2.9% 16.1% 15.5%
3 Hill Samuel Managed Acc 5.3 % 20.2% -17.2% -3.0% 16.7% 15.0%
- Balanced Managed Sector Average 5.2 % 19.2% -16.9% -3.5% 15.9% 16.6%
5 Abbey (Target) Managed 5.1 % 20.0% -17.3% -3.1% 16.4% 14.7%
6 Hill Samuel Managed A 5.1 % 19.9% -17.4% -3.2% 16.4% 14.7%
7 Hill Samuel/Target Managed Cap 2 2.0 % 16.5% -19.7% -6.0% 12.9% 11.3%
8 Hill Samuel Managed Cap 1.7 % 16.1% -20.0% -6.3% 12.7% 11.0%
9 Hill Samuel/Target Managed Cap 1 1.5 % 15.9% -20.1% -6.4% 12.4% 10.7%
10 Hill Samuel Managed C 1.5 % 15.8% -20.2% -6.5% 12.4% 10.7%
11 Hill Samuel Managed B -0.1 % 14.1% -21.4% -7.9% 10.8% 9.0%
Further Information on Hill Samuel/Target Managed Acc 1
Chart Hill Samuel/Target Managed Acc 1 vs The Balanced Managed Sector Average
Chart Fund Growth For The Selected Funds
Chart Fund Volatility For The Selected Funds
Chart Past Performance For The Selected Funds
Illustrate Quartiles With Colours
First Quartile
Second Quartile
Third Quartile
Fourth Quartile
Show Only Default Funds
Show Only Ethical Funds
Include Sector Averages
Use Latest Data
Annual Returns

Access to additional fund information and charts.

Include quartile colours.

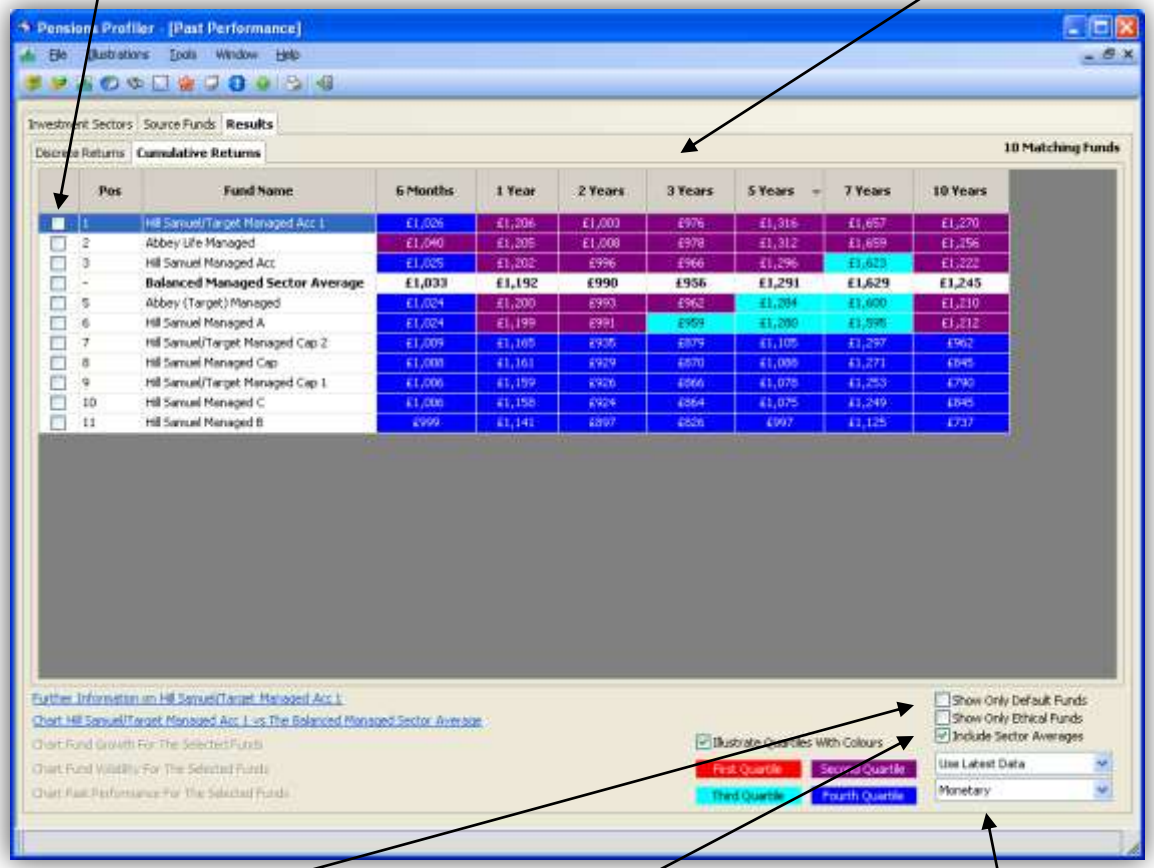
Show results using compliant or latest data.

Right clicking the results will enable you to select the top 10 funds appearing in the table. The year of results can be chosen by clicking a column heading.

Cumulative Returns

Select the products to compare or right click for Top 10.

Monetary results shown over various periods.


Pensions Profiler - [Past Performance]
File Illustrations Tools Window Help
Investment Sectors Source Funds Results
Discrete Returns Cumulative Returns
10 Matching Funds
Pos Fund Name 6 Months 1 Year 2 Years 3 Years 5 Years 7 Years 10 Years
1 Hill Samuel/Target Managed Acc 1 £1,026 £1,206 £1,003 £976 £1,316 £1,657 £1,270
2 Abbey Life Managed £1,040 £1,205 £1,008 £978 £1,312 £1,659 £1,256
3 Hill Samuel Managed Acc £1,025 £1,202 £996 £966 £1,296 £1,623 £1,222
- Balanced Managed Sector Average £1,033 £1,192 £990 £956 £1,291 £1,629 £1,245
5 Abbey (Target) Managed £1,024 £1,200 £993 £962 £1,294 £1,600 £1,210
6 Hill Samuel Managed A £1,024 £1,199 £991 £959 £1,289 £1,595 £1,212
7 Hill Samuel/Target Managed Cap 2 £1,009 £1,165 £935 £879 £1,105 £1,297 £962
8 Hill Samuel Managed Cap £1,008 £1,161 £929 £870 £1,086 £1,271 £945
9 Hill Samuel/Target Managed Cap 1 £1,006 £1,159 £926 £866 £1,078 £1,253 £790
10 Hill Samuel Managed C £1,006 £1,158 £924 £864 £1,075 £1,249 £845
11 Hill Samuel Managed B £999 £1,141 £897 £826 £997 £1,125 £737
Further Information on Hill Samuel/Target Managed Acc 1
Chart Hill Samuel/Target Managed Acc 1 vs The Balanced Managed Sector Average
Chart Fund Growth For The Selected Funds
Chart Fund Volatility For The Selected Funds
Chart Past Performance For The Selected Funds
Illustrate Quartiles With Colours
First Quartile
Second Quartile
Third Quartile
Fourth Quartile
Show Only Default Funds
Show Only Ethical Funds
Include Sector Averages
Use Latest Data
Monetary

Filter by default funds and / or ethical funds.

Include sector averages.

View the results as annual returns or monetary values.

Clicking a column heading sorts the results by the selected heading. By default, the results are shown in descending order. Click on any column heading to move between descending or ascending order.

Right clicking on the results allows quick selection of the top 10 items on the list.

Note

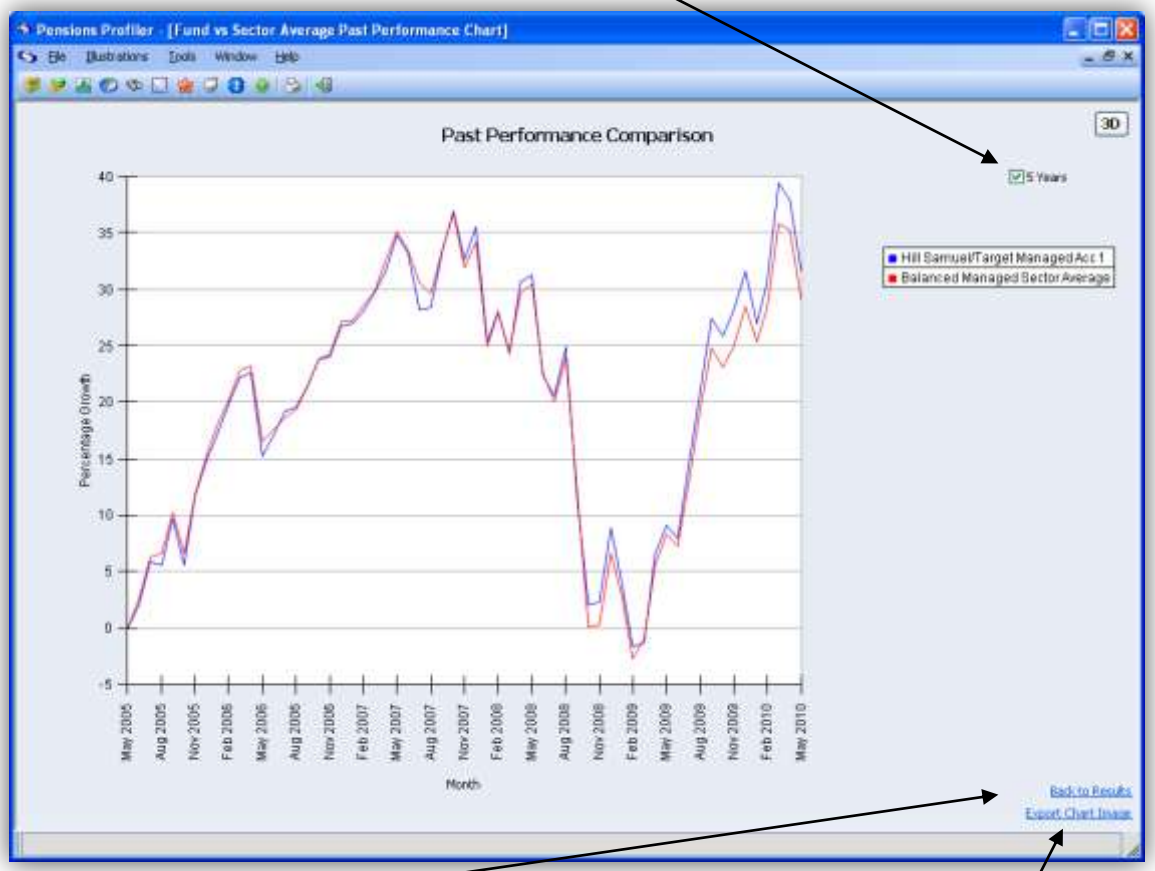
It is important to remember that, when using the “Select Top 10” option, this selects the first 10 items from the results table. If the results have been sorted in ascending order, the results selected will be the bottom 10 overall.

Fund vs. Sector Average Past Performance Chart

Clicking the "Fund Vs Sector Average" link produces a graph comparing the highlighted fund with its sector average.

The results will be shown to the longest period available (maximum 5 years). If the fund does not have a 5 year track record, the start point for the graph will be the fund's launch date.

Show past performance over 5 years. Some funds may not have performance for the entire period.



Return to results.

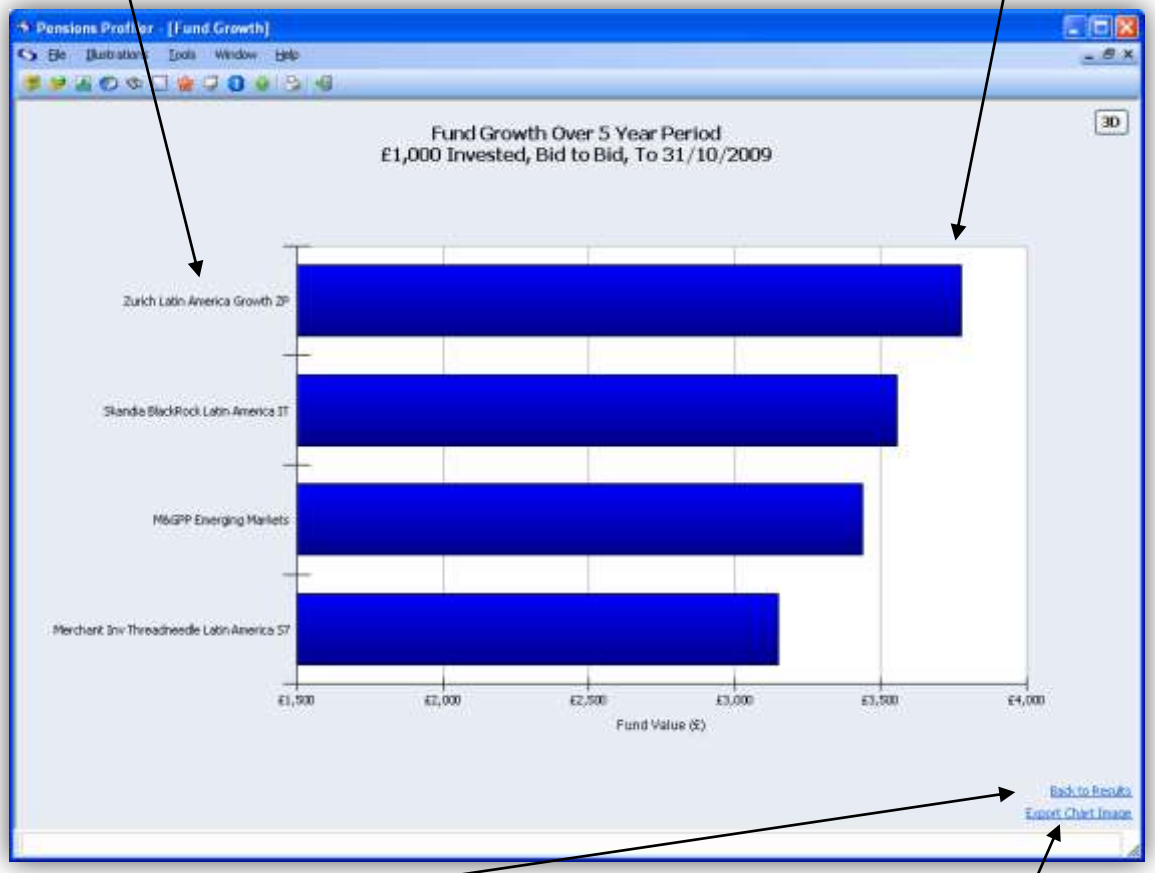
Export the graph for use in other programs.

Fund Growth

Clicking the “Fund Growth” link produces a bar chart comparing fund growth of the selected funds over a 5 year period, based on an investment of £1,000 on a bid to bid basis.

Fund names.

Fund values after 5 years investment.

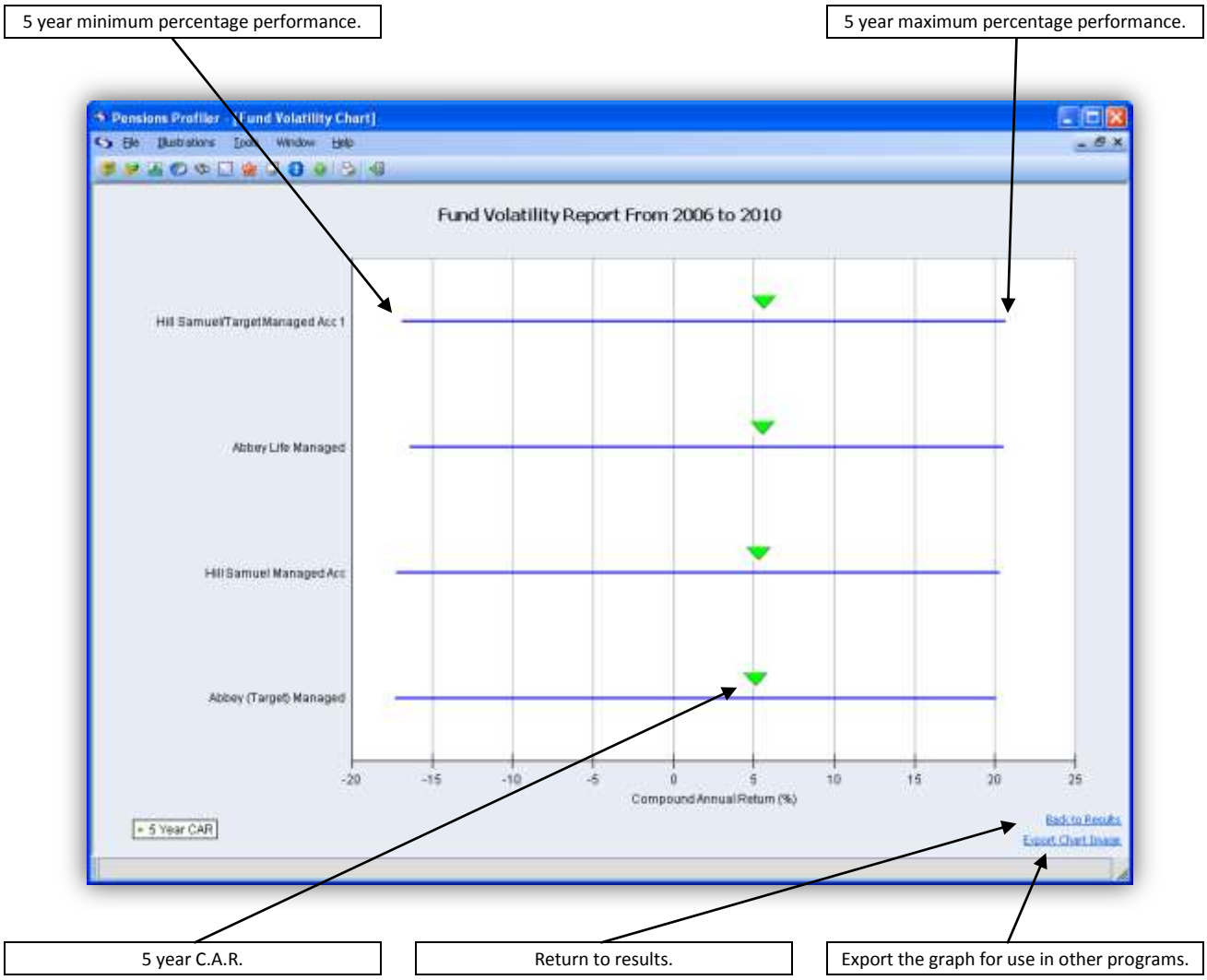


Return to results.

Export the graph for use in other programs.

Fund Volatility Chart

Clicking the “Fund Volatility” link illustrates the maximum, minimum and 5 year C.A.R. performance for any selected funds.


5 year minimum percentage performance.
5 year maximum percentage performance.
Pensions Profiler - [Fund Volatility Chart]
File Illustrations Tools Window Help
Fund Volatility Report From 2006 to 2010
Hill Samuel Target Managed Acc 1
Abbey Life Managed
Hill Samuel Managed Acc
Abbey (Target) Managed
-20 -15 -10 -5 0 5 10 15 20 25
Compound Annual Return (%)
5 Year CAR
Back to Results
Export Chart Image
5 year C.A.R.
Return to results.
Export the graph for use in other programs.

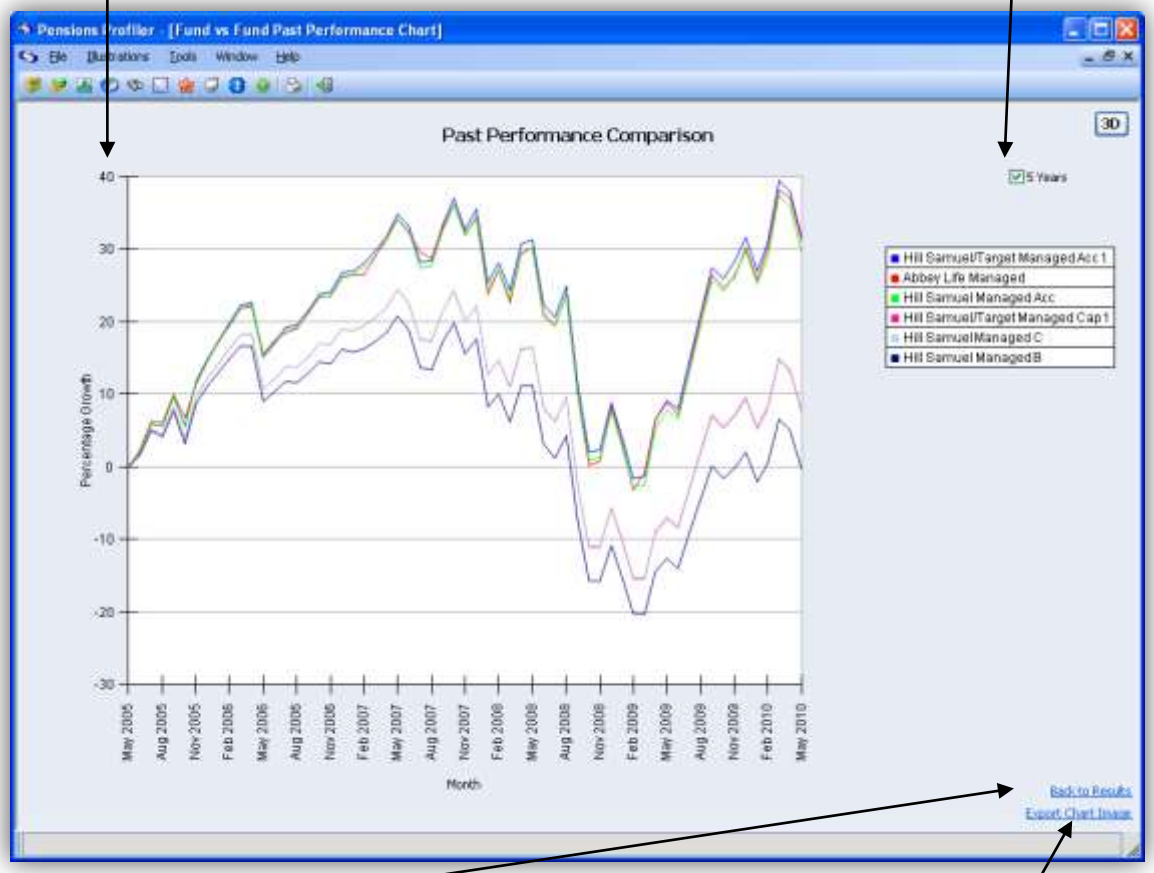
Producing a fund volatility chart showing only sector averages is particularly useful when demonstrating the effect of risk and reward to a client.

Fund vs Fund Past Performance Chart

Clicking the “Fund vs Fund” link produces a line graph comparing past performance of the selected funds.

Percentage growth.

Show past performance over 5 years. Some funds may not have performance for the entire period.



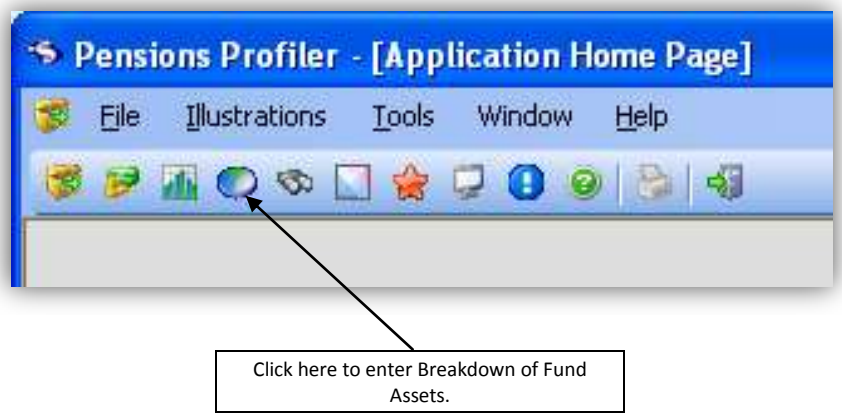
Return to results.

Export the graph for use in other programs.

Breakdown of Fund Assets

Introduction

Pensions Profiler includes the asset allocation for the majority of with-profits and managed funds.

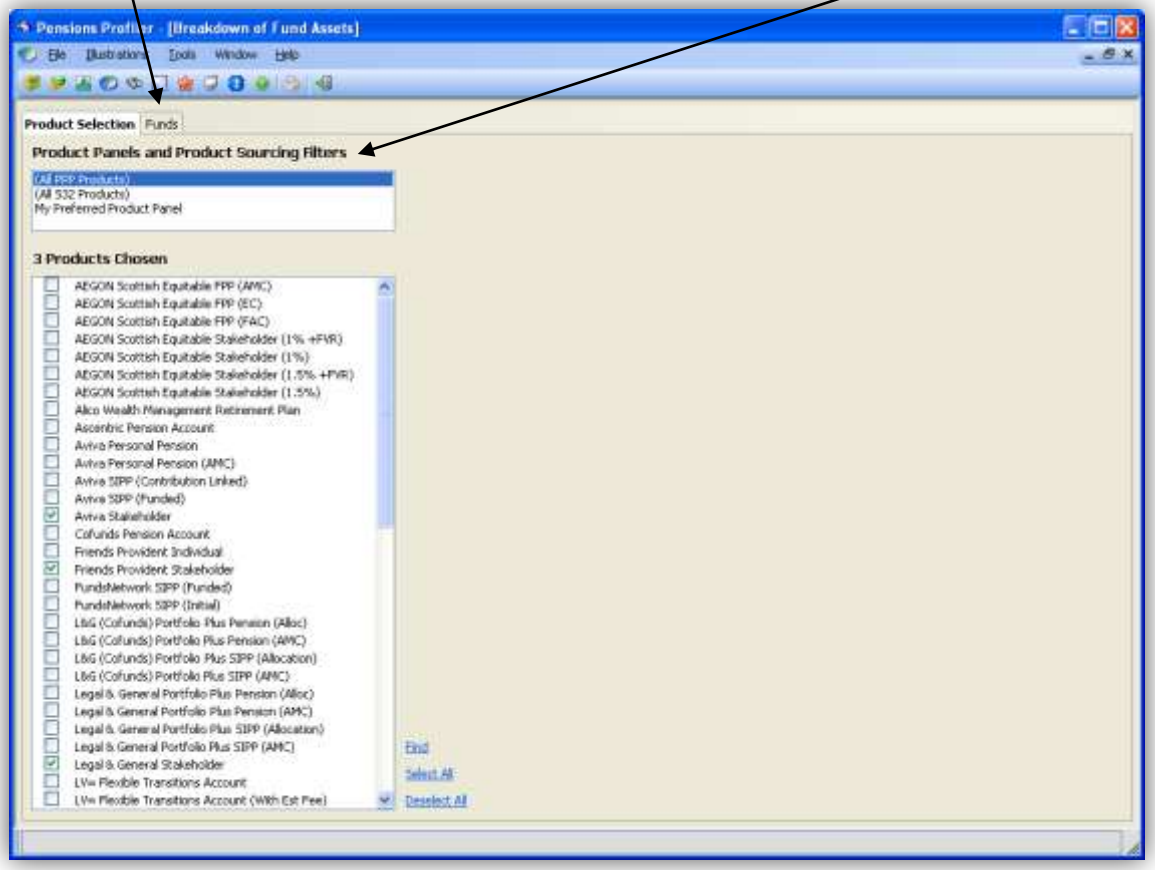


Product Selection

The product selection tab allows the user to limit the funds shown to those available under particular products only.

View funds for selected products.

Select individual products or apply a custom “Product Panel” or “Product Sourcing Filter”.


Pensions Profiler - [Breakdown of Fund Assets]
File
Illustrations
Tools
Window
Help
Product Selection
Funds
Product Panels and Product Sourcing Filters
(All PPP Products)
(All 532 Products)
My Preferred Product Panel
3 Products Chosen
AEGON Scottish Equitable PPP (AMC)
AEGON Scottish Equitable PPP (EC)
AEGON Scottish Equitable PPP (FAC)
AEGON Scottish Equitable Stakeholder (1% +FVR)
AEGON Scottish Equitable Stakeholder (1%)
AEGON Scottish Equitable Stakeholder (1.5% +FVR)
AEGON Scottish Equitable Stakeholder (1.5%)
Alico Wealth Management Retirement Plan
Ascentric Pension Account
Aviva Personal Pension
Aviva Personal Pension (AMC)
Aviva SIPP (Contribution Linked)
Aviva SIPP (Funded)
Aviva Stakeholder
Cofunds Pension Account
Friends Provident Individual
Friends Provident Stakeholder
FundsNetwork SIPP (Funded)
FundsNetwork SIPP (Initial)
L&G (Cofunds) Portfolio Plus Pension (Alloc)
L&G (Cofunds) Portfolio Plus Pension (AMC)
L&G (Cofunds) Portfolio Plus SIPP (Allocation)
L&G (Cofunds) Portfolio Plus SIPP (AMC)
Legal & General Portfolio Plus Pension (Alloc)
Legal & General Portfolio Plus Pension (AMC)
Legal & General Portfolio Plus SIPP (Allocation)
Legal & General Portfolio Plus SIPP (AMC)
Legal & General Stakeholder
LV= Flexible Transitions Account
LV= Flexible Transitions Account (With Exit Fee)
Find
Select All
Deselect All

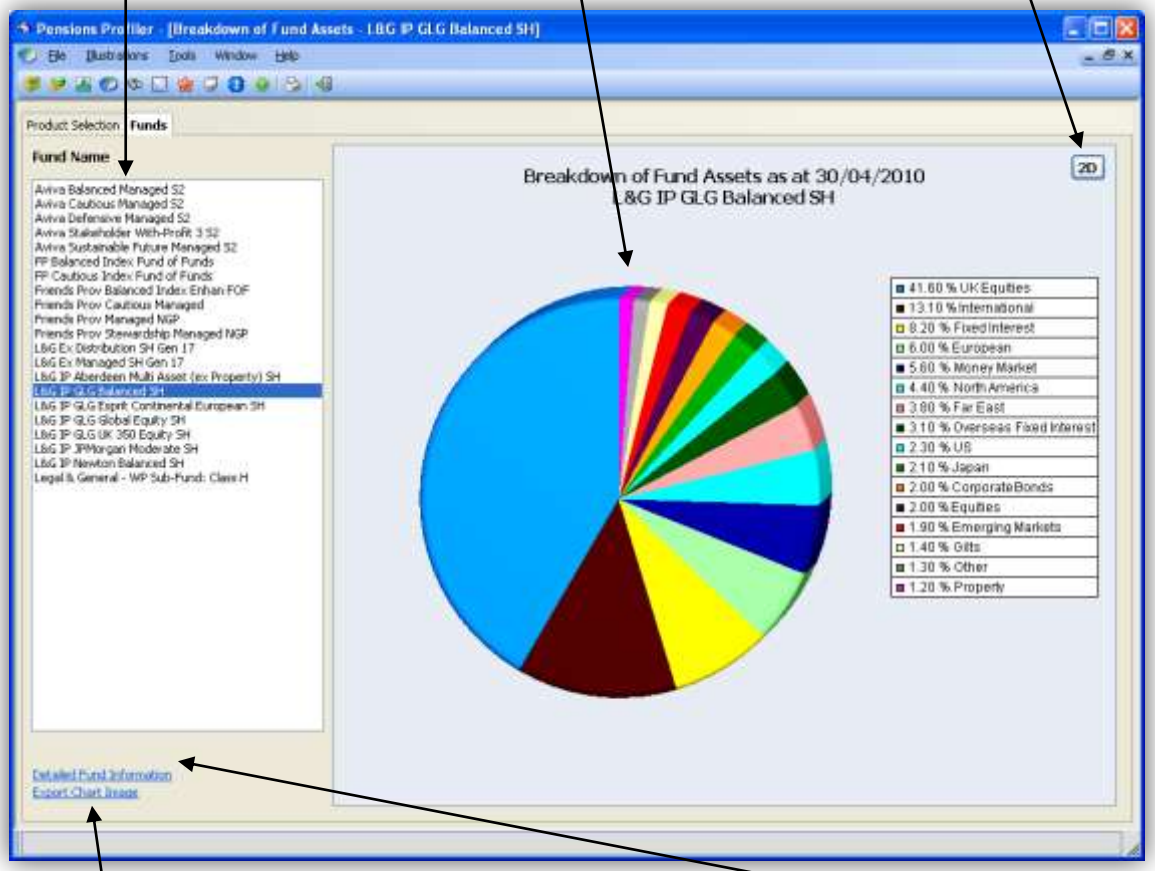
Funds

Asset allocation pie charts are available for the majority of funds under the managed sector for each selected product.

Select the fund.

Click multiple slices to explode and add emphasis.

Change the graph view type.


Pensions Profiler - [Breakdown of Fund Assets - L&G IP GLG Balanced SH]
File Illustrations Tools Window Help
Product Selection Funds
Fund Name
Aviva Balanced Managed S2
Aviva Cautious Managed S2
Aviva Defensive Managed S2
Aviva Stakeholder With-Profit 3 S2
Aviva Sustainable Future Managed S2
FP Balanced Index Fund of Funds
FP Cautious Index Fund of Funds
Friends Prov Balanced Index Enhan FOF
Friends Prov Cautious Managed
Friends Prov Managed NGP
Friends Prov Stewardship Managed NGP
L&G Ex Distribution SH Gen 17
L&G Ex Managed SH Gen 17
L&G IP Aberdeen Multi Asset (ex Property) SH
L&G IP GLG Balanced SH
L&G IP GLG Esprit Continental European SH
L&G IP GLG Global Equity SH
L&G IP GLG UK 350 Equity SH
L&G IP JPMorgan Moderate SH
L&G IP Newton Balanced SH
Legal & General - WP Sub-Fund: Class H
Breakdown of Fund Assets as at 30/04/2010
L&G IP GLG Balanced SH
2D
41.60 % UK Equities
13.10 % International
8.20 % Fixed Interest
6.00 % European
5.60 % Money Market
4.40 % North America
3.80 % Far East
3.10 % Overseas Fixed Interest
2.30 % US
2.10 % Japan
2.00 % Corporate Bonds
2.00 % Equities
1.90 % Emerging Markets
1.40 % Gilts
1.30 % Other
1.20 % Property
Detailed Fund Information
Export Chart Image

Export the graph for use in other programs.

Access detailed fund information.

Product Sourcing

Introduction

Product Sourcing is a facility to filter products by key features. The filters can be printed to form part of an audit trail.

See page 16 for more information on when best to use Product Sourcing Filters and Product Panels.

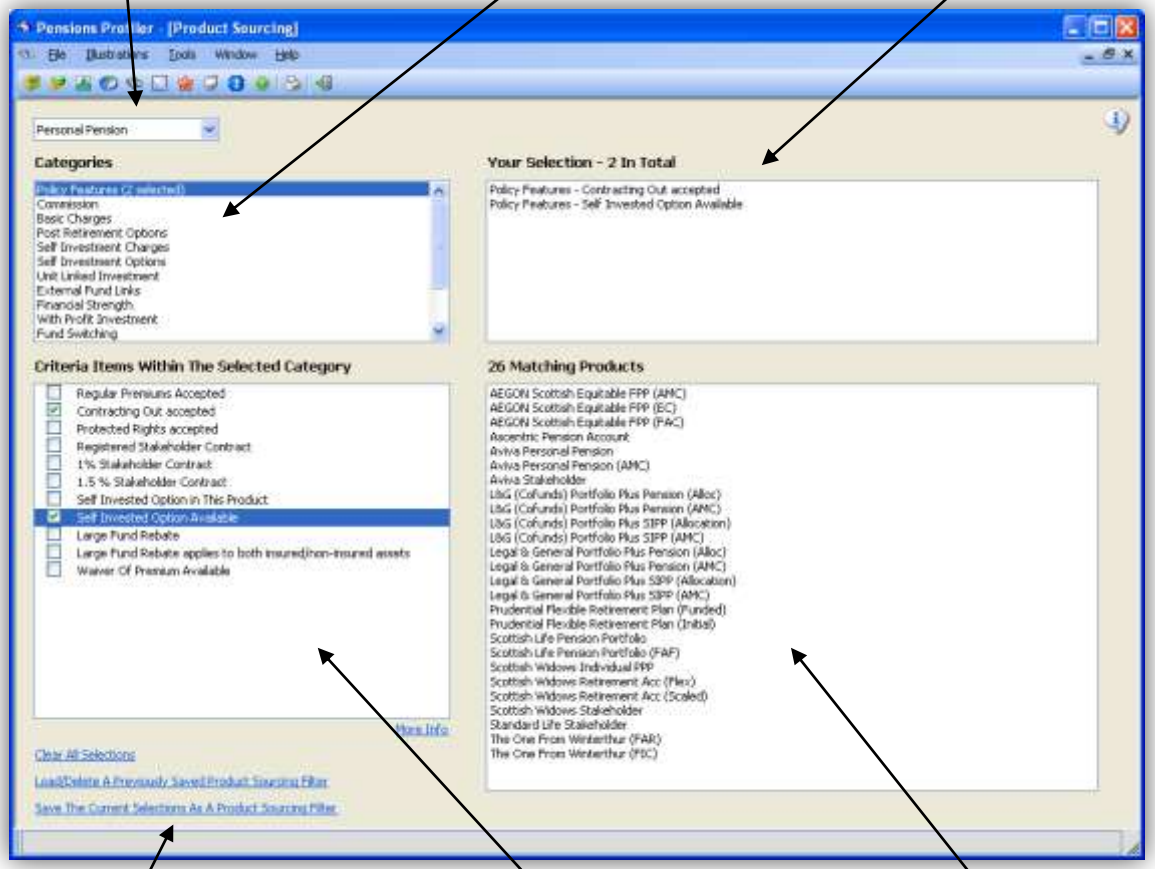
Click here to enter Product Sourcing.

Selecting Sourcing Criteria

Select the product type.

Different categories are available depending on product type.

The selected criteria are displayed.


Pensions Profiler - [Product Sourcing]
File Illustrations Tools Window Help
Personal Pension
Categories
Commission
Basic Charges
Post Retirement Options
Self Investment Charges
Self Investment Options
Unit Linked Investment
External Fund Links
Financial Strength
With Profit Investment
Fund Switching
Your Selection - 2 In Total
Policy Features - Contracting Out accepted
Policy Features - Self Invested Option Available
Criteria Items Within The Selected Category
Regular Premiums Accepted
Contracting Out accepted
Protected Rights accepted
Registered Stakeholder Contract
1% Stakeholder Contract
1.5 % Stakeholder Contract
Self Invested Option in This Product
Self Invested Option Available
Large Fund Rebate
Large Fund Rebate applies to both insured/non-insured assets
Waiver Of Premium Available
More Info
26 Matching Products
AEGON Scottish Equitable FPP (AMC)
AEGON Scottish Equitable FPP (EC)
AEGON Scottish Equitable FPP (PAC)
Ascentric Pension Account
Aviva Personal Pension
Aviva Personal Pension (AMC)
Aviva Stakeholder
L&G (CoFunds) Portfolio Plus Pension (Alloc)
L&G (CoFunds) Portfolio Plus Pension (AMC)
L&G (CoFunds) Portfolio Plus SIPP (Allocation)
L&G (CoFunds) Portfolio Plus SIPP (AMC)
Legal & General Portfolio Plus Pension (Alloc)
Legal & General Portfolio Plus Pension (AMC)
Legal & General Portfolio Plus SIPP (Allocation)
Legal & General Portfolio Plus SIPP (AMC)
Prudential Flexible Retirement Plan (Funded)
Prudential Flexible Retirement Plan (Initial)
Scottish Life Pension Portfolio
Scottish Life Pension Portfolio (FAF)
Scottish Widows Individual PPP
Scottish Widows Retirement Acc (Flex)
Scottish Widows Retirement Acc (Scaled)
Scottish Widows Stakeholder
Standard Life Stakeholder
The One From Winterthur (FAR)
The One From Winterthur (FEC)
Clear All Selections
Load/Delete A Previously Saved Product Sourcing Filter
Save The Current Selections As A Product Sourcing Filter

Selections can be saved for future use.

Check the criteria, which are of importance.

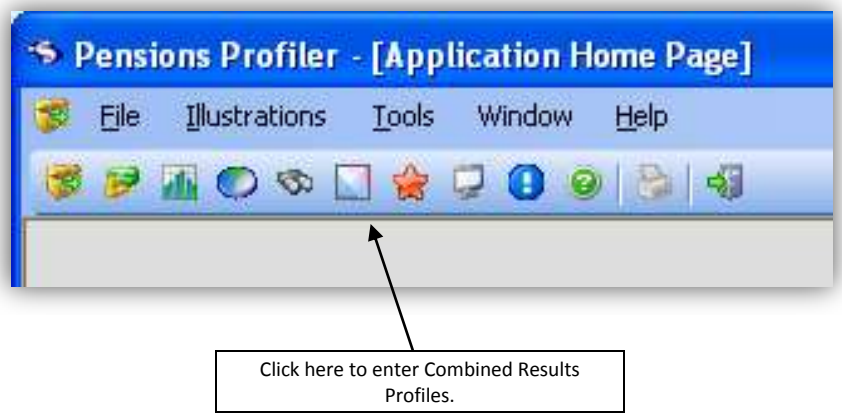
As items are selected from the list, the matching products are listed

Product Sourcing Filters can be created for both personal pension and S32 contracts. Once created these can be used in various parts of the system.

Combined Results Profiles

Introduction

Combined Results Profiles uses an area graph to indicate the competitive position of individual products relative to others within Pensions Profiler.

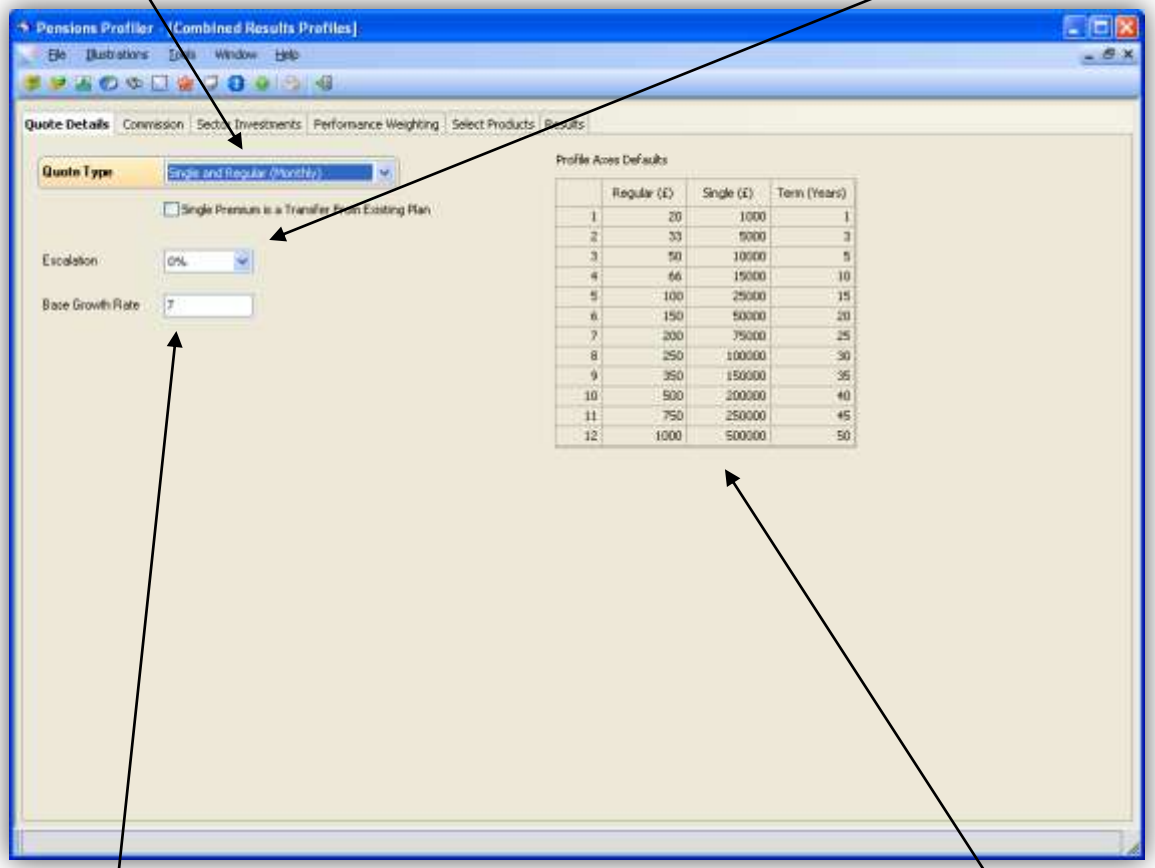


Quote Details

The “Quote Details” tab allows the user to establish the basis of the comparison. The term and premium levels used are fixed, although these can be customised when using the Professional version. See page 86 for more information.

Select the quotation basis.

Add escalation if required.

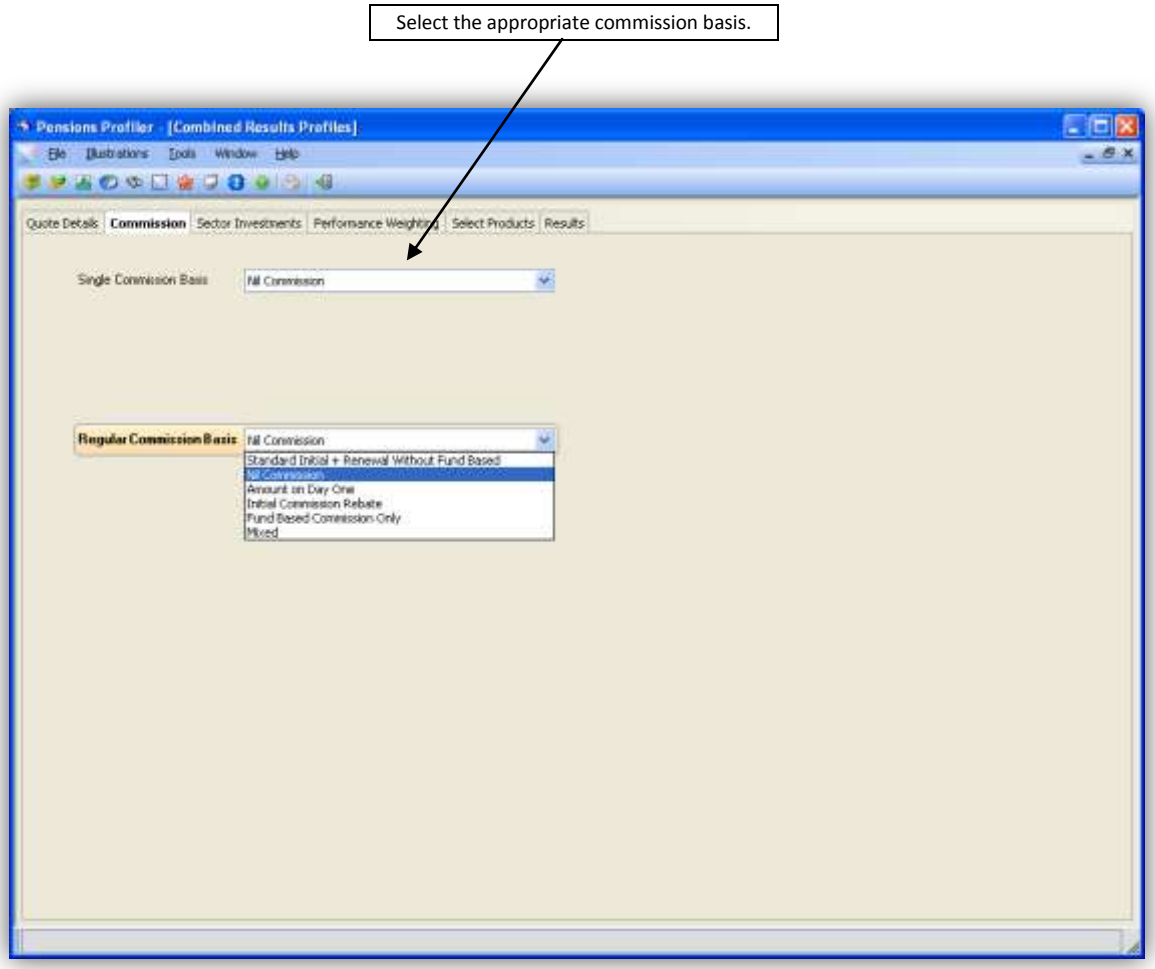


Change the base growth rate.

Profile axis settings.

Commission

The commission basis can be chosen independently for single or regular premiums. Standard commission rates will be used, unless these have been altered through the “Tools” menu.

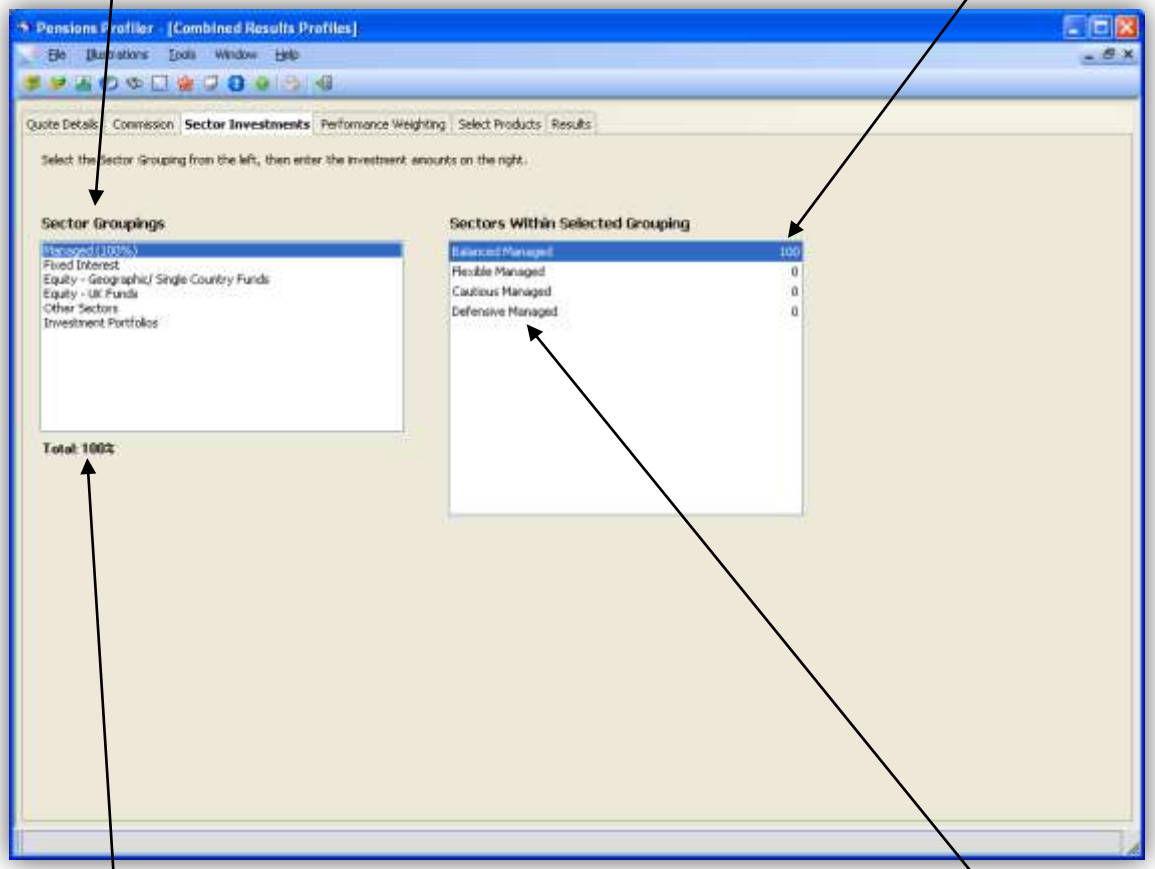


Sector Investments

The “Sector Investments” tab allows the user to enter details of the investment. This can include multiple sector groupings.

Multiple sector groupings can be selected.

Allocate sectors within each grouping.


Pensions Profiler - [Combined Results Profiles]
File Illustrations Tools Window Help
Quote Details Commission Sector Investments Performance Weighting Select Products Results
Select the Sector Grouping from the left, then enter the investment amounts on the right.
Sector Groupings
Managed (100%)
Fixed Interest
Equity - Geographic/ Single Country Funds
Equity - UK Funds
Other Sectors
Investment Portfolios
Total 100%
Sectors Within Selected Grouping
Balanced Managed 100
Flexible Managed 0
Cautious Managed 0
Defensive Managed 0

Ensure the sector split equals 100%.

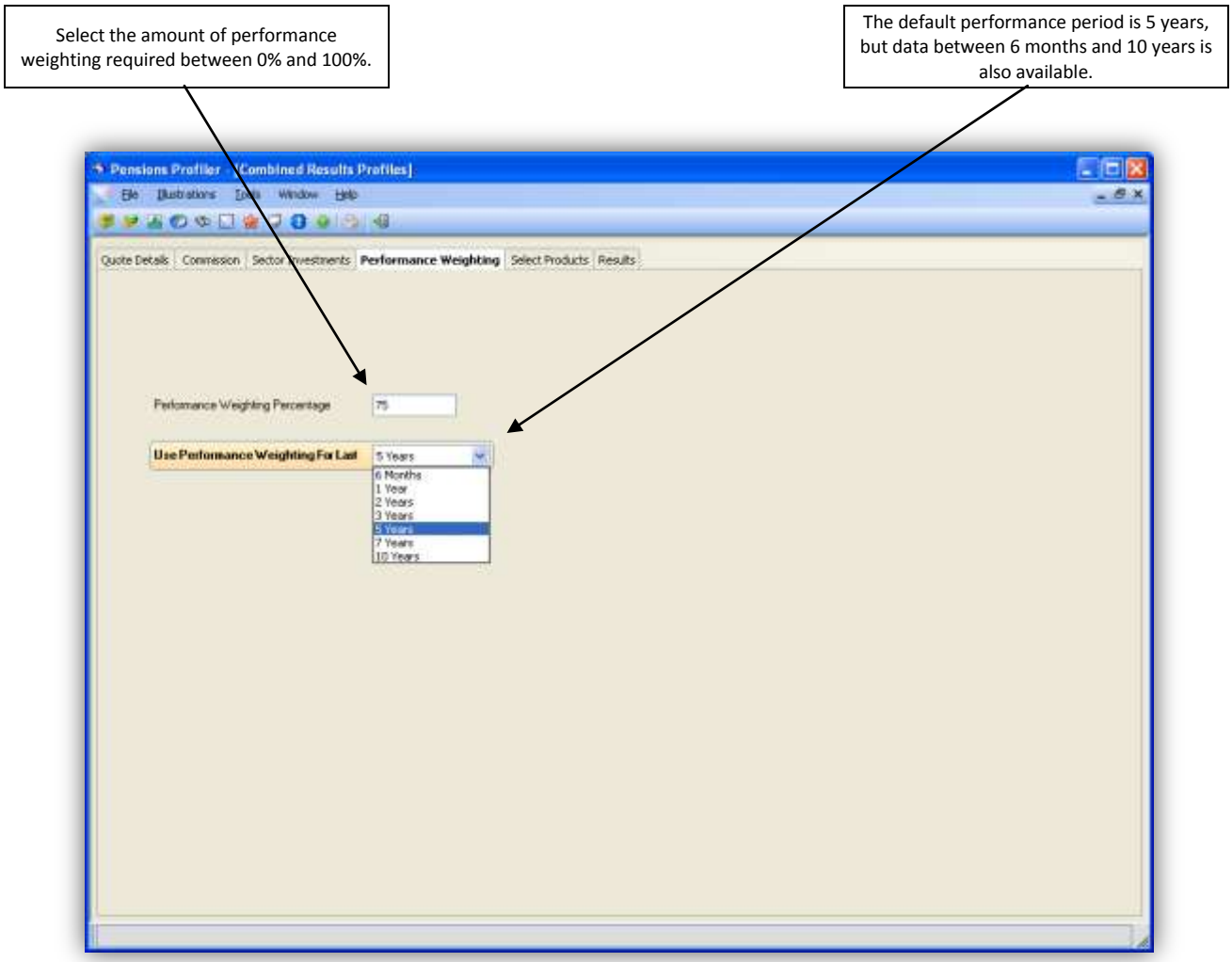
Double click a sector name to allocate 100%.

Performance Weighting

Performance Weighting is a system to adjust comparisons to show the effect of past performance.

This is achieved by adjusting the growth rate used in comparisons as follows:

- 0% weighting provides a comparison based upon a uniform 7% growth rate.
- 100% weighting uses the selected period C.A.R from the drop-down box, as the growth rate for each product.
- Weighting between 0% and 100% includes some performance and will use a rate between 7% and the selected period C.A.R.


Select the amount of performance weighting required between 0% and 100%.
The default performance period is 5 years, but data between 6 months and 10 years is also available.
Pensions Profiler - [Combined Results Profiles]
File Illustrations Data Window Help
Quote Details Commission Sector Investments Performance Weighting Select Products Results
Performance Weighting Percentage
75
Use Performance Weighting For Last
5 Years
6 Months
1 Year
2 Years
3 Years
5 Years
7 Years
10 Years

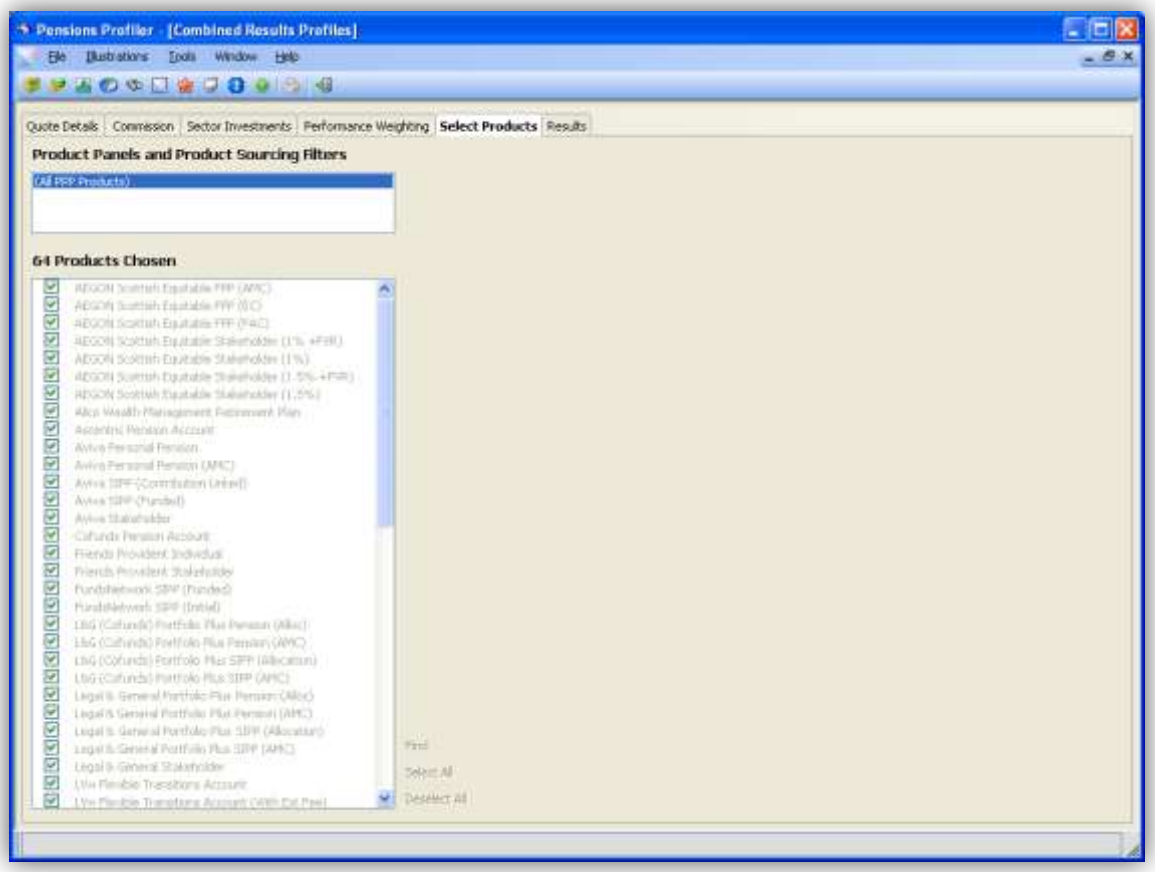
The following demonstrates the calculation process where performance weighting of 75% is being used:

(75% x Gross C.A.R.) + (25% x Base Growth Rate)

Please note that Performance Weighting should be used with care. Past Performance is not necessarily a guide to future performance.

Select Products

All products are automatically selected. Further options can be accessed via the Professional version. See page 86 for more information.


Pensions Profiler - [Combined Results Profiles]
File Illustrations Tools Window Help
Quote Details Commission Sector Investments Performance Weighting Select Products Results
Product Panels and Product Sourcing Filters
64 Products Chosen

Results

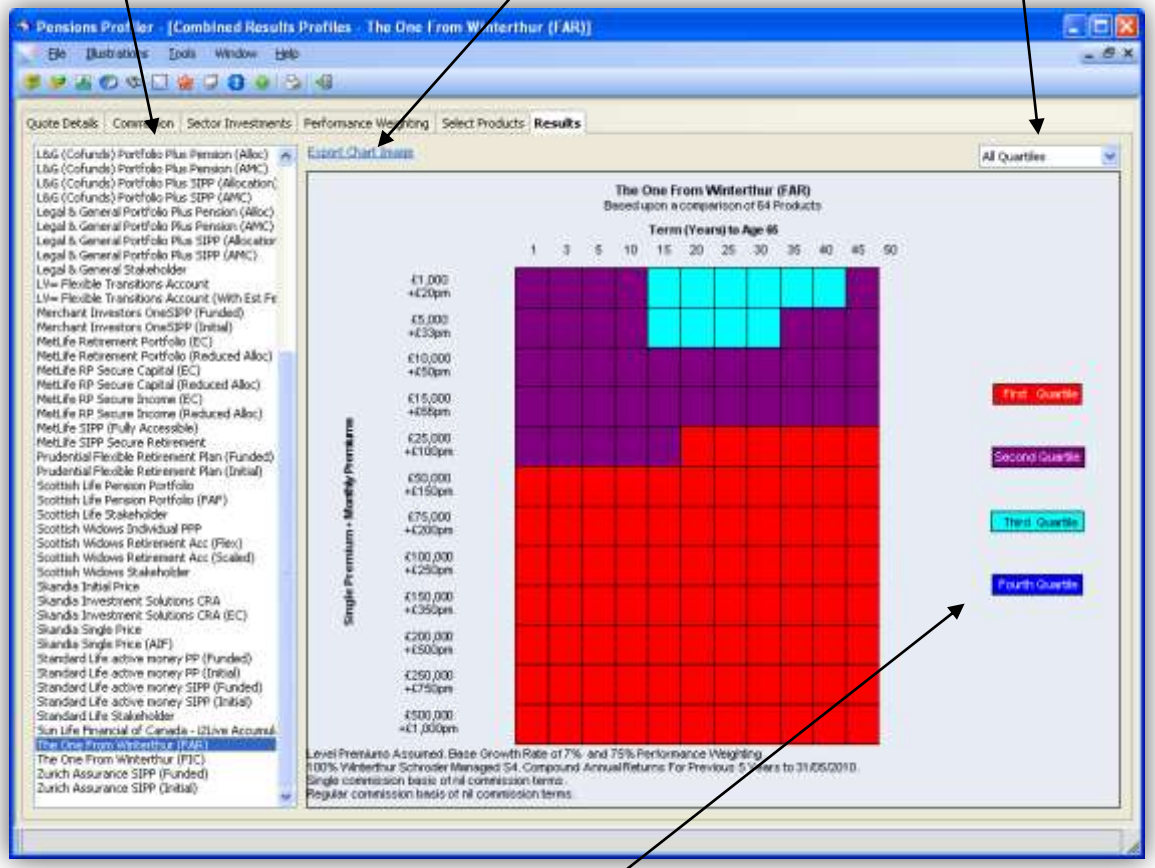
Clicking the "Results" tab will produce an area graph. The vertical axis represents different premium levels, whilst the horizontal displays terms in years. The performance data used within Combined Results Profiles is always latest data. See page 51 for more information.

Due to the large number of calculations involved in producing the comparison, the results may take a few moments to be displayed.

Select a product from the list.

Export the graph for use in other programs.

Show certain quartiles only.



Quartile colours shown.

With-Profits Ratings

Introduction

The quality of with profits funds is notoriously difficult to quantify. An amount of actuarial training and in-depth analysis would be required for an adviser to be able to fully understand this issue. It is not practical for every adviser to research this individually and it is for this reason that the data included in Pensions Profiler has been sourced from a leading actuarial consultancy.

For both open and closed funds, AKG Actuaries & Consultants Limited supplies Star Ratings for:

- Financial Strength.
- Future Performance.
- Transparency.

In addition, a large amount of detailed commentary is provided to assist both the adviser and their client to better understand the quality of a with profits fund.

This data is hugely useful when considering:

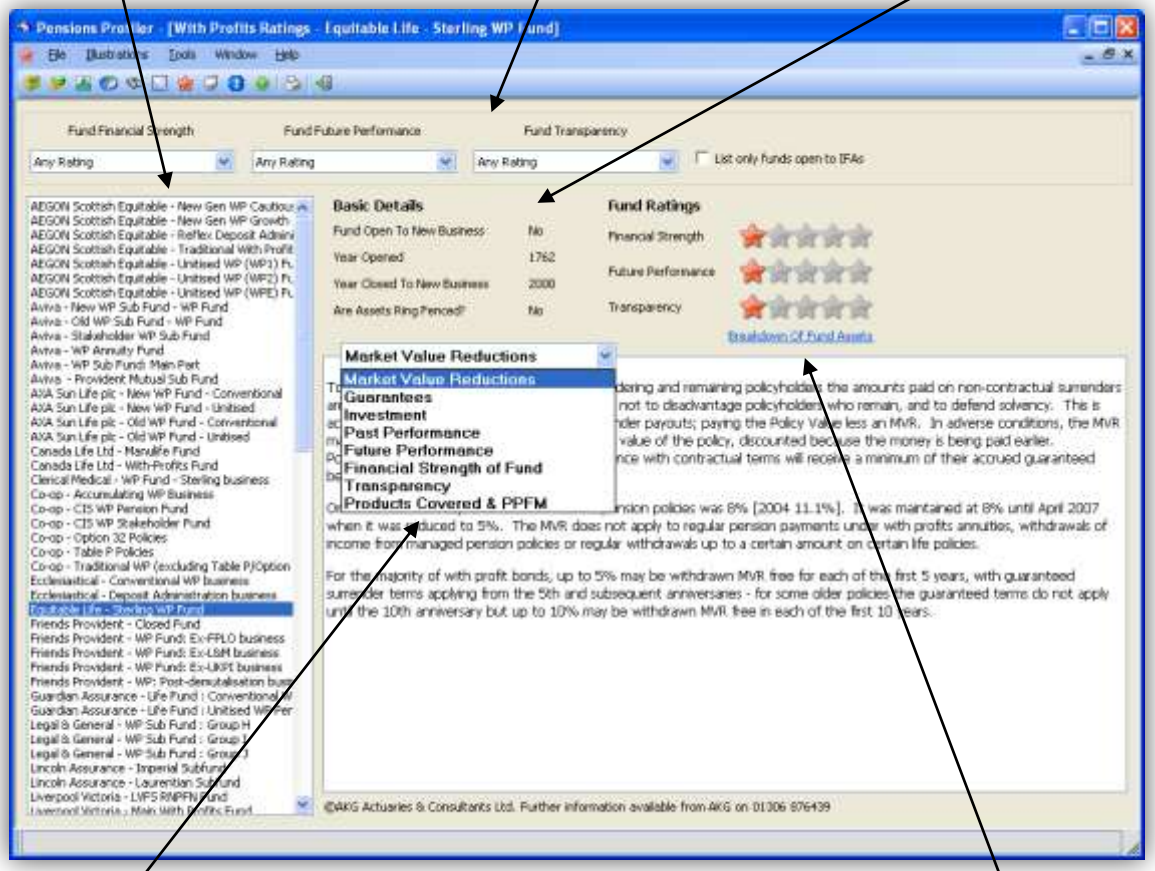
- A new business investment into a with profits fund.
- Whether it is in the client's best interests to switch out of their existing with profits fund.

A large number of closed with profits funds have taken a very defensive position, placing the majority of the fund assets in gilts and cash. This clearly limits future growth potential and is an important area to consider.

All with profits pension funds are shown, including those closed to new business.

Filter the funds based on star ratings or those only open to IFAs.

Basic fund details.



Detailed commentary available on a range of with profits issues.

Link to breakdown of fund assets pie chart.

With-Profits Performance

Introduction

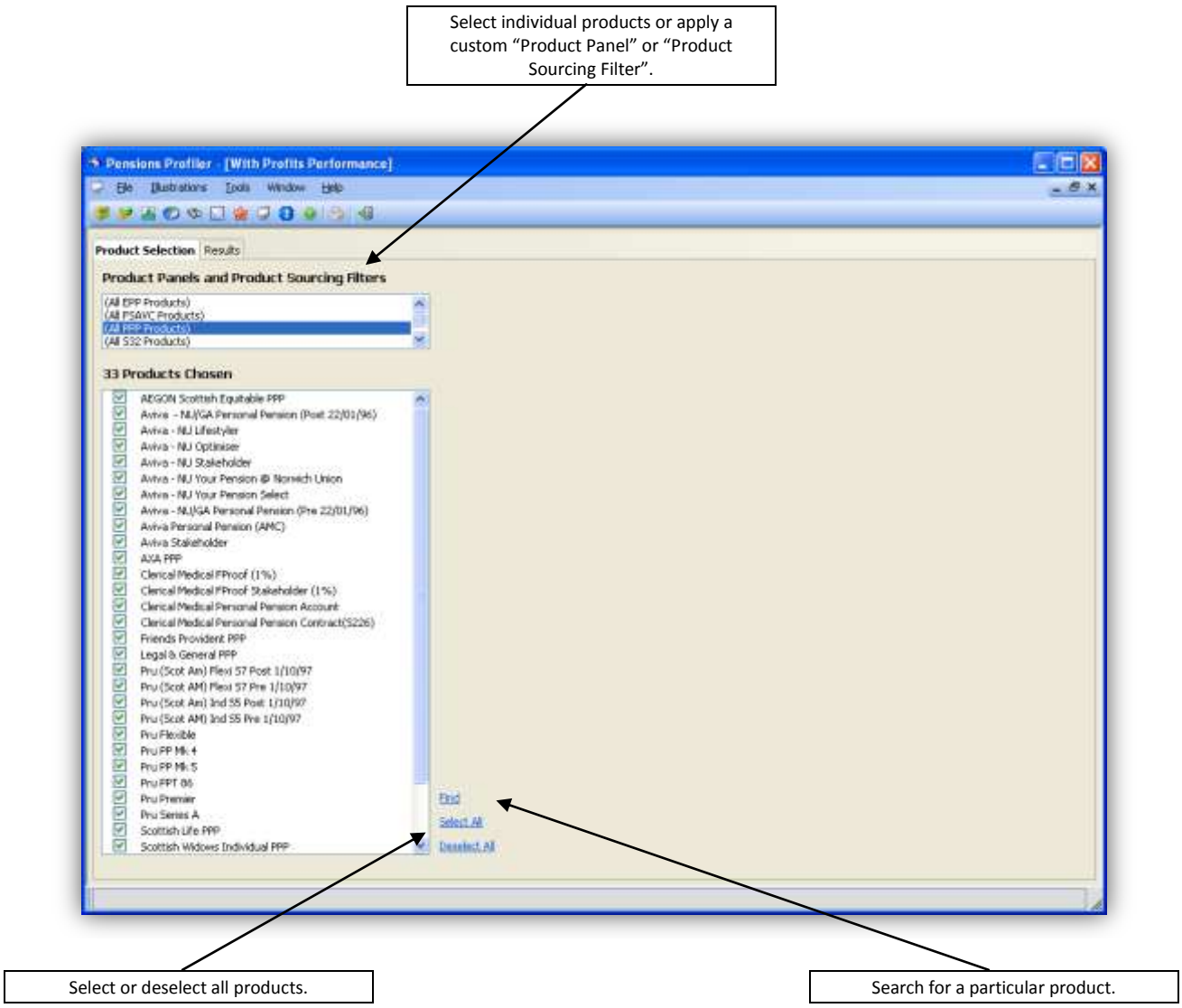
With Profits Performance provides a wealth of information on bonus rates and performance history.

The system has the ability to produce comparisons between products and the average rate for which results are available as tables or graphs. Terminal bonus rates are not available from Pensions Profiler.

In addition, you can review the performance history of with profits funds by viewing the maturity values for personal pension contracts. The results for both regular and single premiums are available over various periods.

Product Selection

Select the combination of products for the comparison. This can include your own custom “Product Panel” or “Product Sourcing Filter”. See page 15 and 63 for more information.

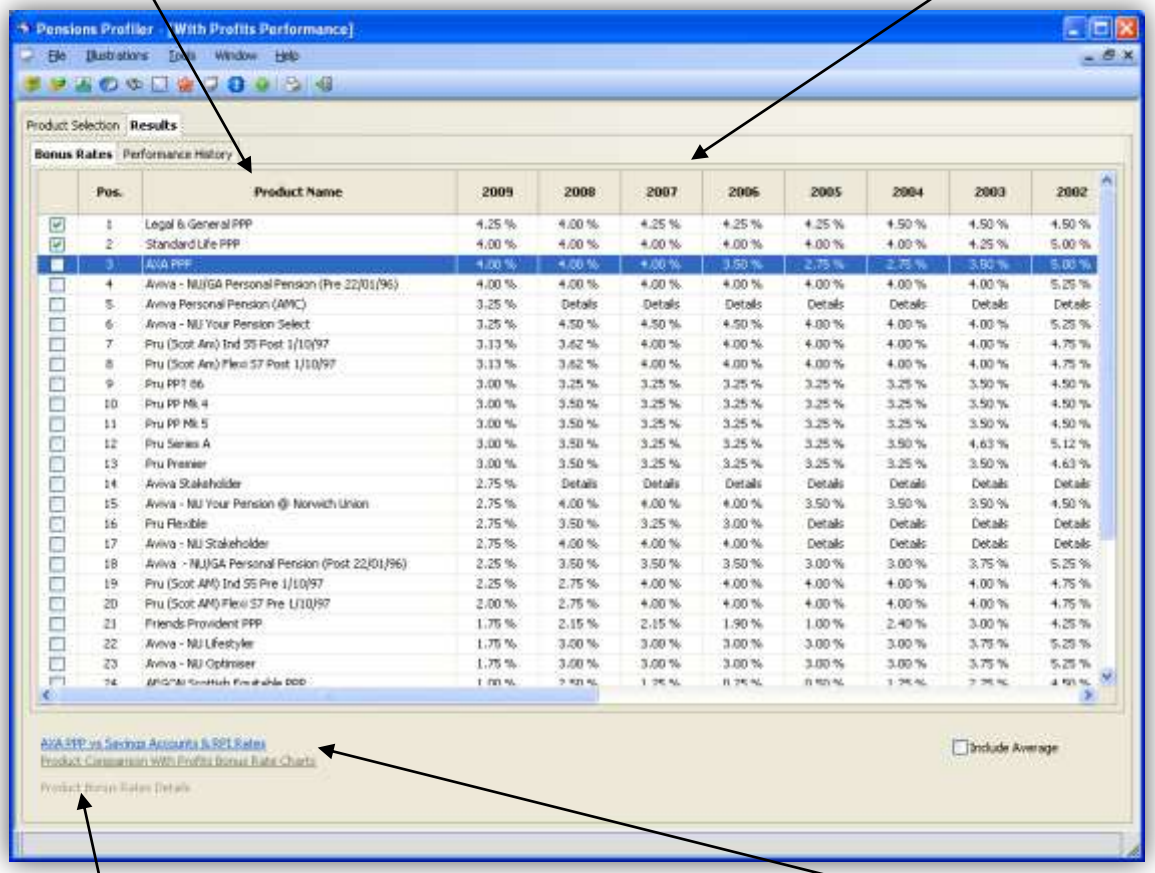

Select individual products or apply a custom “Product Panel” or “Product Sourcing Filter”.
Pensions Profiler - [With Profits Performance]
File Illustrations Tools Window Help
Product Selection Results
Product Panels and Product Sourcing Filters
(All EPP Products)
(All PSAVC Products)
(All PPP Products)
(All S32 Products)
33 Products Chosen
AEGON Scottish Equitable PPP
Aviva - NU/GA Personal Pension (Post 22/01/96)
Aviva - NU Lifestyler
Aviva - NU Optimiser
Aviva - NU Stakeholder
Aviva - NU Your Pension @ Norwich Union
Aviva - NU Your Pension Select
Aviva - NU/GA Personal Pension (Pre 22/01/96)
Aviva Personal Pension (AMC)
Aviva Stakeholder
AXA PPP
Clerical Medical FProof (1%)
Clerical Medical FProof Stakeholder (1%)
Clerical Medical Personal Pension Account
Clerical Medical Personal Pension Contract(S226)
Friends Provident PPP
Legal & General PPP
Pru (Scot Am) Flexi 57 Post 1/10/97
Pru (Scot AM) Flexi 57 Pre 1/10/97
Pru (Scot Am) Ind 55 Post 1/10/97
Pru (Scot AM) Ind 55 Pre 1/10/97
Pru Flexible
Pru PP Mk 4
Pru PP Mk 5
Pru PPT 86
Pru Premier
Pru Series A
Scottish Life PPP
Scottish Widows Individual PPP
Find
Select All
Deselect All
Select or deselect all products.
Search for a particular product.

Results

Bonus Rates

Results are sorted by the highest rate for the latest year.

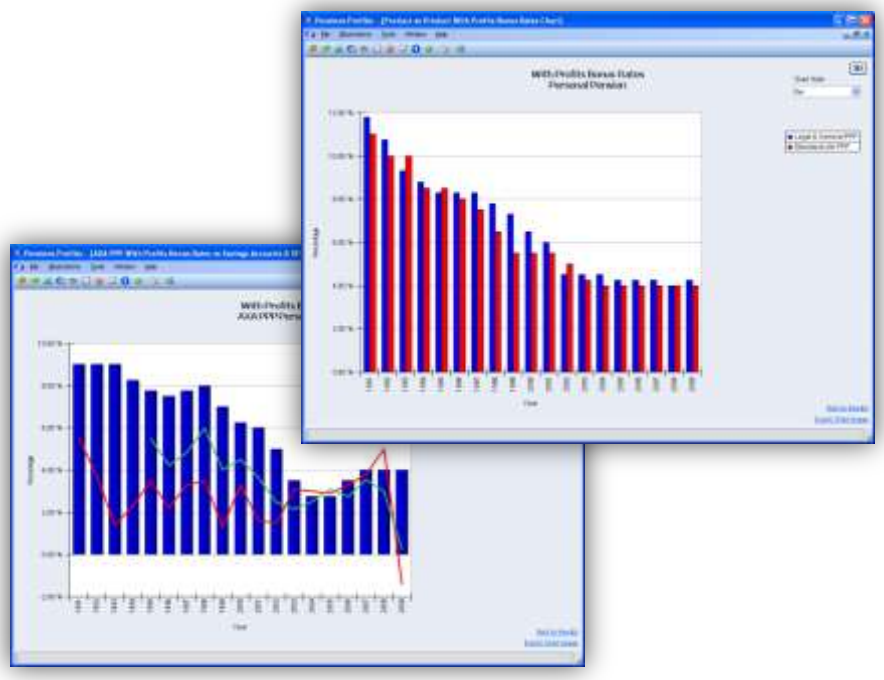
Click a column heading to sort results.


Pensions Profiler - [With Profits Performance]
File Illustrations Data Window Help
Product Selection Results
Bonus Rates Performance History
Include Average

Pos.	Product Name	2009	2008	2007	2006	2005	2004	2003	2002
1	Legal & General PPP	4.25 %	4.00 %	4.25 %	4.25 %	4.25 %	4.50 %	4.50 %	4.50 %
2	Standard Life PPP	4.00 %	4.00 %	4.00 %	4.00 %	4.00 %	4.00 %	4.25 %	5.00 %
3	AVA PPP	4.00 %	4.00 %	4.00 %	3.50 %	2.75 %	2.75 %	3.50 %	5.00 %
4	Aviva - NU/GA Personal Pension (Pre 22/01/96)	4.00 %	4.00 %	4.00 %	4.00 %	4.00 %	4.00 %	4.00 %	5.25 %
5	Aviva Personal Pension (AMC)	3.25 %	Details	Details	Details	Details	Details	Details	Details
6	Aviva - NU Your Pension Select	3.25 %	4.50 %	4.50 %	4.50 %	4.00 %	4.00 %	4.00 %	5.25 %
7	Pru (Scot Am) Ind 55 Post 1/10/97	3.13 %	3.62 %	4.00 %	4.00 %	4.00 %	4.00 %	4.00 %	4.75 %
8	Pru (Scot Am) Flexi 57 Post 1/10/97	3.13 %	3.62 %	4.00 %	4.00 %	4.00 %	4.00 %	4.00 %	4.75 %
9	Pru PPT 86	3.00 %	3.25 %	3.25 %	3.25 %	3.25 %	3.25 %	3.50 %	4.50 %
10	Pru PP Mk 4	3.00 %	3.50 %	3.25 %	3.25 %	3.25 %	3.25 %	3.50 %	4.50 %
11	Pru PP Mk 5	3.00 %	3.50 %	3.25 %	3.25 %	3.25 %	3.25 %	3.50 %	4.50 %
12	Pru Series A	3.00 %	3.50 %	3.25 %	3.25 %	3.25 %	3.50 %	4.63 %	5.12 %
13	Pru Premier	3.00 %	3.50 %	3.25 %	3.25 %	3.25 %	3.25 %	3.50 %	4.63 %
14	Aviva Stakeholder	2.75 %	Details	Details	Details	Details	Details	Details	Details
15	Aviva - NU Your Pension @ Norwich Union	2.75 %	4.00 %	4.00 %	4.00 %	3.50 %	3.50 %	3.50 %	4.50 %
16	Pru Flexible	2.75 %	3.50 %	3.25 %	3.00 %	Details	Details	Details	Details
17	Aviva - NU Stakeholder	2.75 %	4.00 %	4.00 %	4.00 %	Details	Details	Details	Details
18	Aviva - NU/GA Personal Pension (Post 22/01/96)	2.25 %	3.50 %	3.50 %	3.50 %	3.00 %	3.00 %	3.75 %	5.25 %
19	Pru (Scot AM) Ind 55 Pre 1/10/97	2.25 %	2.75 %	4.00 %	4.00 %	4.00 %	4.00 %	4.00 %	4.75 %
20	Pru (Scot AM) Flexi 57 Pre 1/10/97	2.00 %	2.75 %	4.00 %	4.00 %	4.00 %	4.00 %	4.00 %	4.75 %
21	Friends Provident PPP	1.75 %	2.15 %	2.15 %	1.90 %	1.00 %	2.40 %	3.00 %	4.25 %
22	Aviva - NU Lifestyle	1.75 %	3.00 %	3.00 %	3.00 %	3.00 %	3.00 %	3.75 %	5.25 %
23	Aviva - NU Optimiser	1.75 %	3.00 %	3.00 %	3.00 %	3.00 %	3.00 %	3.75 %	5.25 %

Where “Details” is shown in the results grid, the rates are not comparable. Click this link for further information.

Graphically compare the annual bonus rates for your selected products.



Produce client friendly graphs to compare:

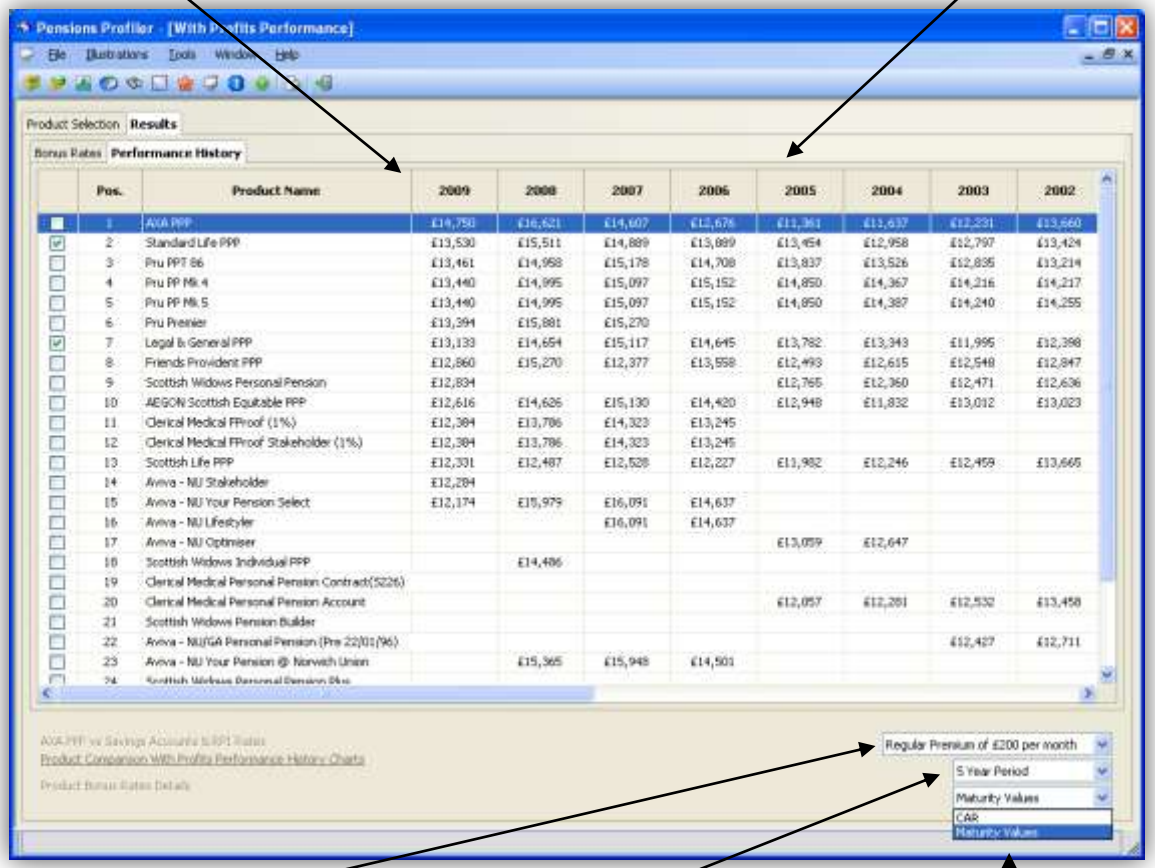
- Your selected company against R.P.I. and savings rates.
- Your own selection of companies.

With-Profits Performance

Performance History

Results are sorted by the highest rate for the latest year.

Click a column heading to sort results.


Pensions Profiler - [With Profits Performance]
File Illustrations Tools Window Help
Product Selection Results
Bonus Rates Performance History
Pos. Product Name 2009 2008 2007 2006 2005 2004 2003 2002
1 AXA PPP £14,750 £16,621 £14,607 £12,676 £11,361 £11,637 £12,231 £13,660
2 Standard Life PPP £13,530 £15,511 £14,889 £13,089 £13,454 £12,958 £12,797 £13,424
3 Pru PPT 86 £13,461 £14,958 £15,178 £14,708 £13,837 £13,526 £12,835 £13,214
4 Pru PP Mk 4 £13,440 £14,995 £15,097 £15,152 £14,850 £14,367 £14,216 £14,217
5 Pru PP Mk 5 £13,440 £14,995 £15,097 £15,152 £14,850 £14,387 £14,240 £14,255
6 Pru Premier £13,394 £15,881 £15,270
7 Legal & General PPP £13,133 £14,654 £15,117 £14,645 £13,782 £13,343 £11,995 £12,398
8 Friends Provident PPP £12,860 £15,270 £12,377 £13,558 £12,493 £12,615 £12,548 £12,847
9 Scottish Widows Personal Pension £12,834 £12,765 £12,360 £12,471 £12,636
10 AEGON Scottish Equitable PPP £12,616 £14,626 £15,130 £14,420 £12,948 £11,832 £13,012 £13,023
11 Clerical Medical FProof (1%) £12,384 £13,786 £14,323 £13,245
12 Clerical Medical FProof Stakeholder (1%) £12,384 £13,786 £14,323 £13,245
13 Scottish Life PPP £12,331 £12,487 £12,528 £12,227 £11,982 £12,246 £12,459 £13,665
14 Aviva - NU Stakeholder £12,284
15 Aviva - NU Your Pension Select £12,174 £15,979 £16,091 £14,637
16 Aviva - NU Lifestyler £16,091 £14,637
17 Aviva - NU Optimiser £13,059 £12,647
18 Scottish Widows Individual PPP £14,486
19 Clerical Medical Personal Pension Contract(S226)
20 Clerical Medical Personal Pension Account £12,057 £12,281 £12,532 £13,458
21 Scottish Widows Pension Builder
22 Aviva - NU/GA Personal Pension (Pre 22/01/96) £12,427 £12,711
23 Aviva - NU Your Pension @ Norwich Union £15,365 £15,948 £14,501
Product Comparison With Profits Performance History Charts
Regular Premium of £200 per month
5 Year Period
Maturity Values
CAR
Maturity Values

Comparisons can be based on a single or regular contribution.

Select an investment term.

View results as maturity values or C.A.R.

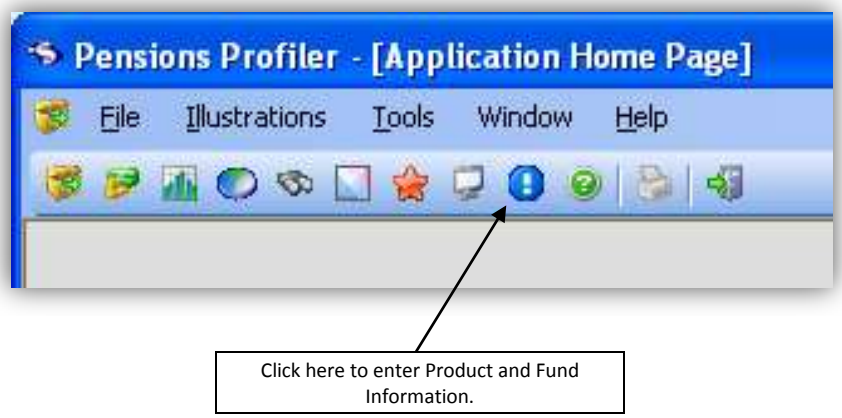
Product and Fund Information

Introduction

Pensions Profiler contains a large database of Product and Fund Information. Whilst this information is accessible from other areas, its inclusion in this part of the system provides the user with immediate access to the data.

The “Product Information” tab allows the user to view up to date information from all major product providers. In addition, to basic product data, this also gives access to general company information, supported product features and funds available.

Within the “Fund Information” tab, compliant and latest data is shown for the selected funds. As mentioned in the “Past Performance” section, compliant and latest data are the same at four points during the year. When this occurs, only compliant data will be available.

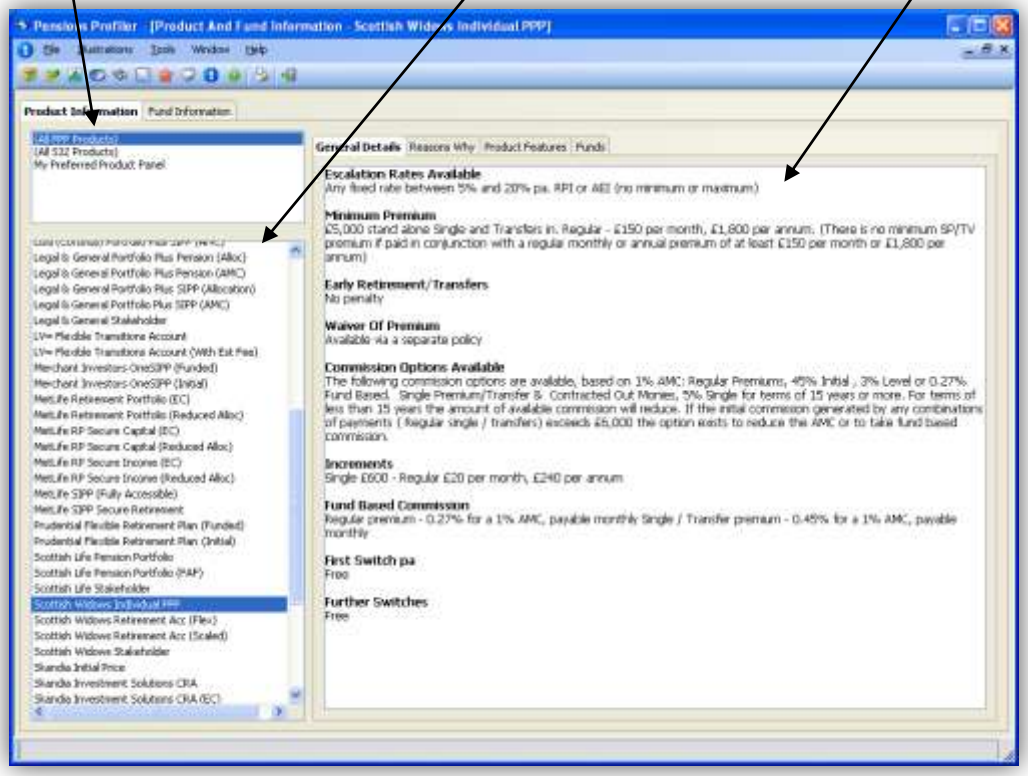


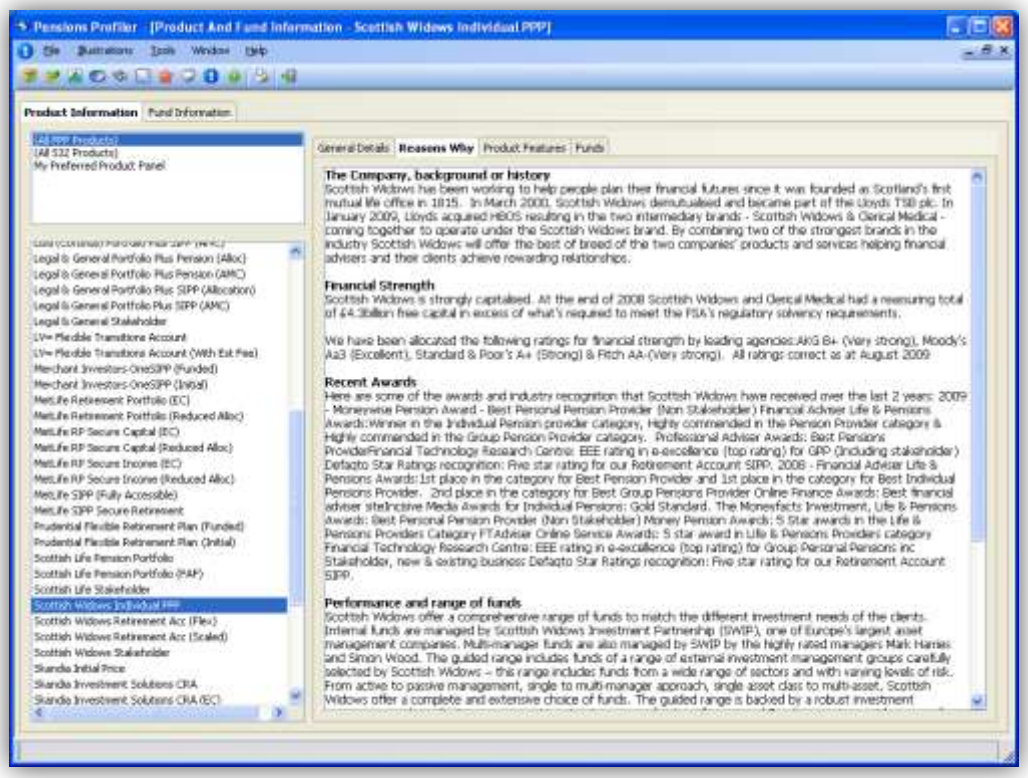
Product Information

Select individual products or apply a custom “Product Panel” or “Product Sourcing Filter”. See page 15 and 63 for more information.

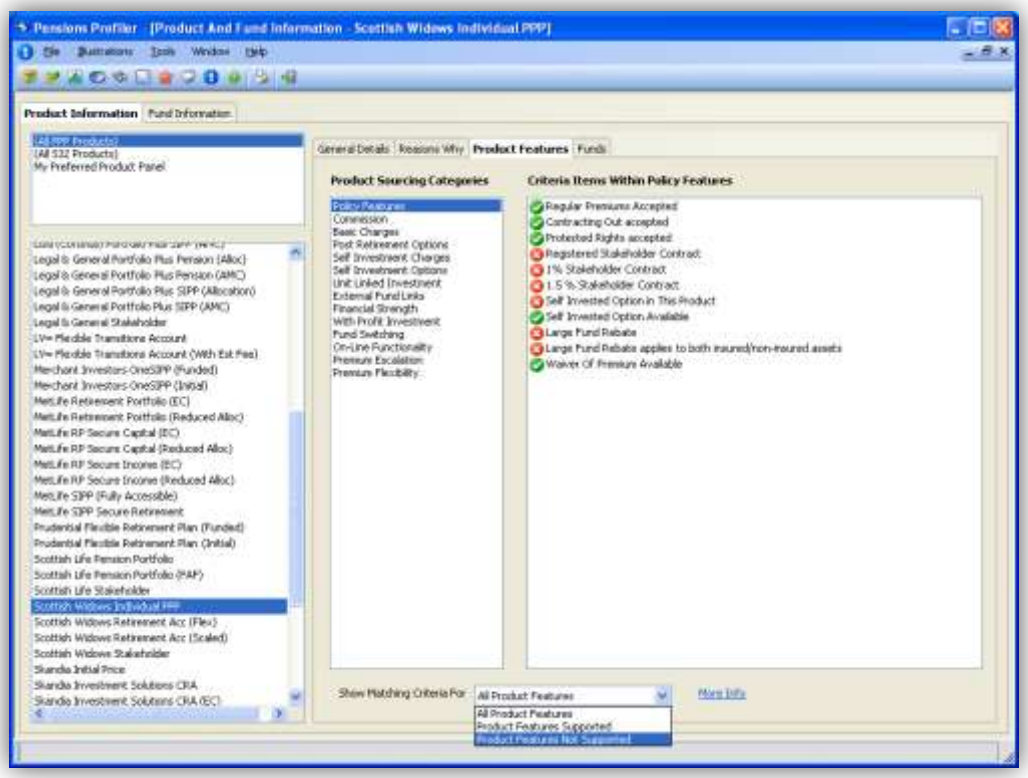
Products supporting the selected policy type.

Detailed information regarding the selected fund.

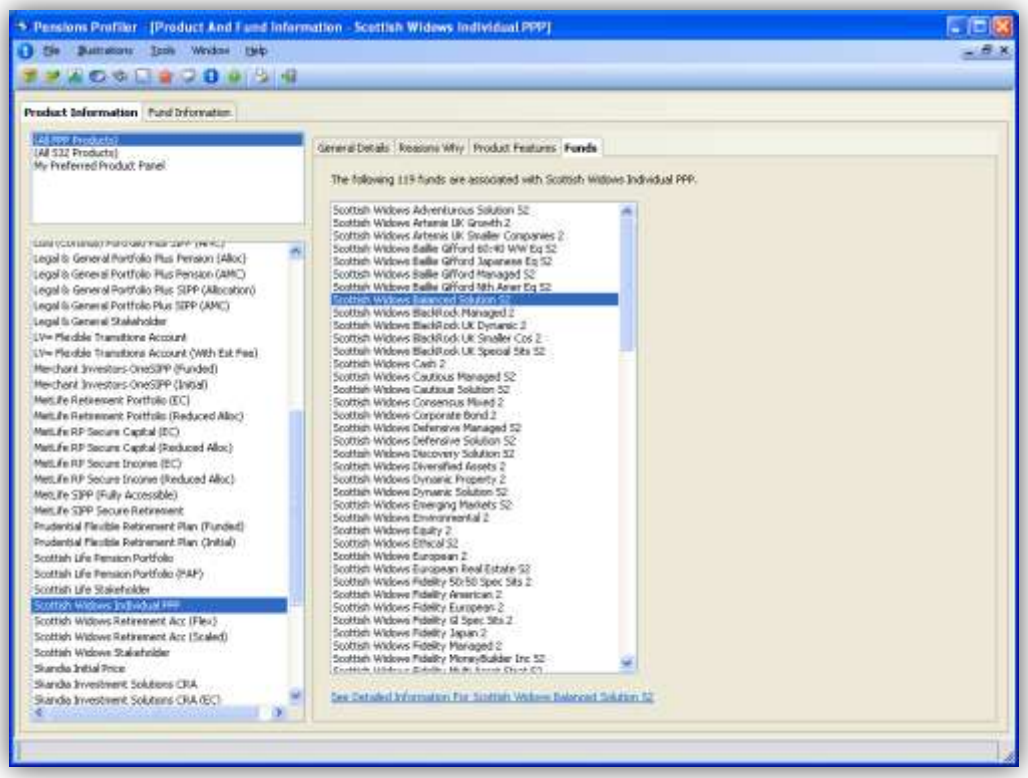




The “Reasons Why” tab provides detailed information from the product provider. This can be copied to the clipboard and used in reports.



The “Product Features” tab shows the features supported / not supported by the selected product.


Pensions Profiler [Product And Fund Information - Scottish Widows Individual PPP]
Product Information
Fund Information
General Details
Reasons Why
Product Features
Funds
The following 119 funds are associated with Scottish Widows Individual PPP.

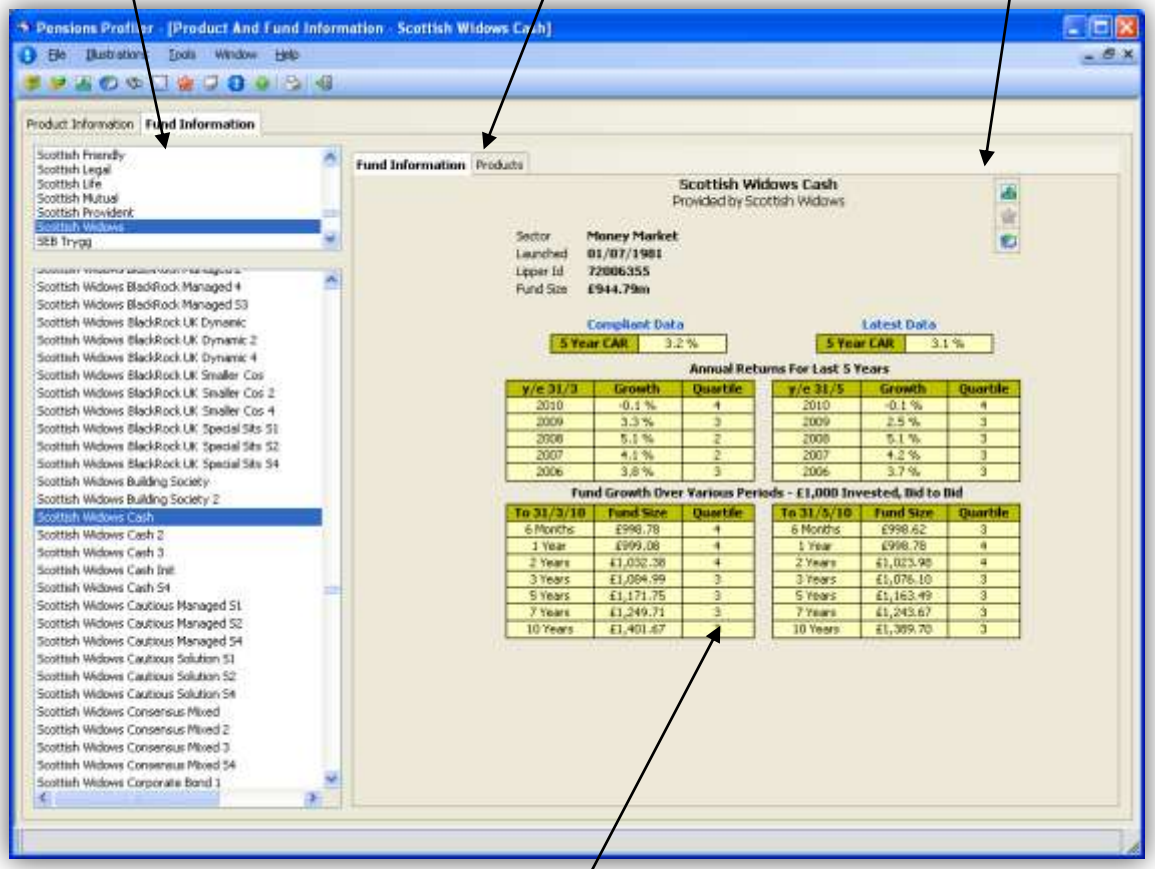
The “Funds” tab shows the funds available for the selected product.

Fund Information

Select the required company and fund.

View the products available under the selected fund.

Obtain a comparison of the chosen fund against the sector average, fund breakdown and with profits ratings, if available.


Pensions Profiler - [Product And Fund Information - Scottish Widows Cash]
File Illustrations Tools Window Help
Product Information
Fund Information
Scottish Friendly
Scottish Legal
Scottish Life
Scottish Mutual
Scottish Provident
Scottish Widows
SEB Trygg
Scottish Widows BlackRock Managed 4
Scottish Widows BlackRock Managed S3
Scottish Widows BlackRock UK Dynamic
Scottish Widows BlackRock UK Dynamic 2
Scottish Widows BlackRock UK Dynamic 4
Scottish Widows BlackRock UK Smaller Cos
Scottish Widows BlackRock UK Smaller Cos 2
Scottish Widows BlackRock UK Smaller Cos 4
Scottish Widows BlackRock UK Special Sits S1
Scottish Widows BlackRock UK Special Sits S2
Scottish Widows BlackRock UK Special Sits S4
Scottish Widows Building Society
Scottish Widows Building Society 2
Scottish Widows Cash
Scottish Widows Cash 2
Scottish Widows Cash 3
Scottish Widows Cash Init
Scottish Widows Cash S4
Scottish Widows Cautious Managed S1
Scottish Widows Cautious Managed S2
Scottish Widows Cautious Managed S4
Scottish Widows Cautious Solution S1
Scottish Widows Cautious Solution S2
Scottish Widows Cautious Solution S4
Scottish Widows Consensus Mixed
Scottish Widows Consensus Mixed 2
Scottish Widows Consensus Mixed 3
Scottish Widows Consensus Mixed S4
Scottish Widows Corporate Bond 1
Fund Information
Products
Scottish Widows Cash
Provided by Scottish Widows
Sector Money Market
Launched 01/07/1981
Lipper Id 72806355
Fund Size £944.79m
Compliant Data
5 Year CAR 3.2 %
Latest Data
5 Year CAR 3.1 %
Annual Returns For Last 5 Years
y/e 31/3 Growth Quartile
2010 -0.1 % 4
2009 3.3 % 3
2008 5.1 % 2
2007 4.1 % 2
2006 3.8 % 3
y/e 31/5 Growth Quartile
2010 -0.1 % 4
2009 2.5 % 3
2008 5.1 % 3
2007 4.2 % 3
2006 3.7 % 3
Fund Growth Over Various Periods - £1,000 Invested, Bid to Bid
To 31/3/10 Fund Size Quartile
6 Months £998.78 4
1 Year £999.08 4
2 Years £1,032.38 4
3 Years £1,084.99 3
5 Years £1,171.75 3
7 Years £1,249.71 3
10 Years £1,401.67
To 31/5/10 Fund Size Quartile
6 Months £998.62 3
1 Year £998.78 4
2 Years £1,023.98 4
3 Years £1,076.10 3
5 Years £1,163.49 3
7 Years £1,243.67 3
10 Years £1,389.70 3

Compliant and latest data shown. See explanation on page 51.

Pensions Profiler Professional

Introduction

Pensions Profiler Professional is an enhanced version, which allows greater flexibility within various parts of the system. In addition, the user can design and create custom products and add these to the existing products available.

These could include:

- Self Invested Personal Pensions
- Wrap Accounts
- Group Personal Pensions
- Group Stakeholders

There is no limit to the number of products that can be created. Once created, these are available within the following areas:

- Switching
- Projections
- Combined Results Profiles

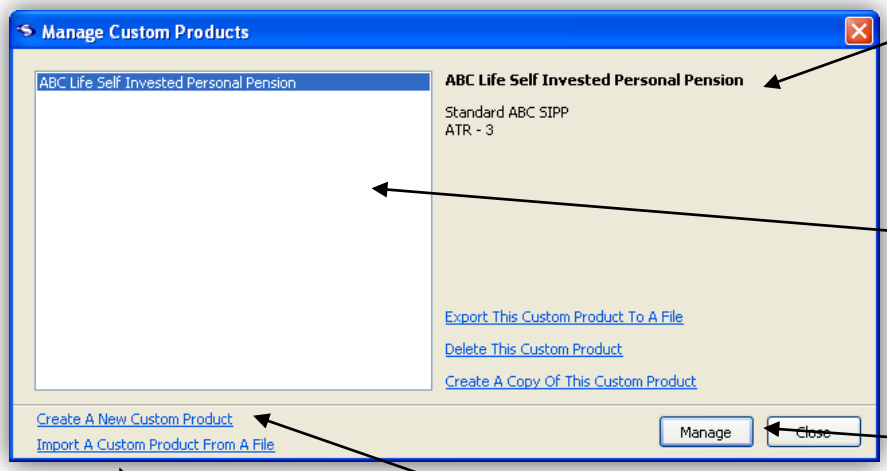
More Information

For further information contact our sales team on 0845 490 1155 or email sales@omsystems.co.uk

Custom Products

Introduction

Custom products can be accessed by selecting “Tools” and “Manage Custom Products” from the main menu.


Manage Custom Products
ABC Life Self Invested Personal Pension
ABC Life Self Invested Personal Pension
Standard ABC SIPP
ATR - 3
Export This Custom Product To A File
Delete This Custom Product
Create A Copy Of This Custom Product
Create A New Custom Product
Import A Custom Product From A File
Manage
Close

Details of the selected product.

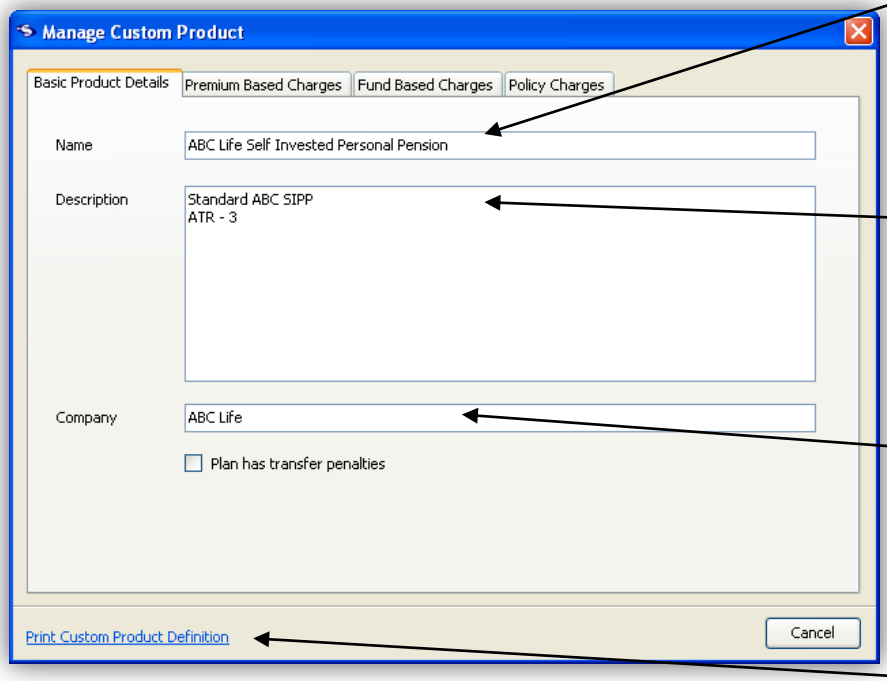
Existing custom products.

Manage existing custom products.

Create a custom product.

Custom products can be shared between users of the Professional system.

Basic Product Details



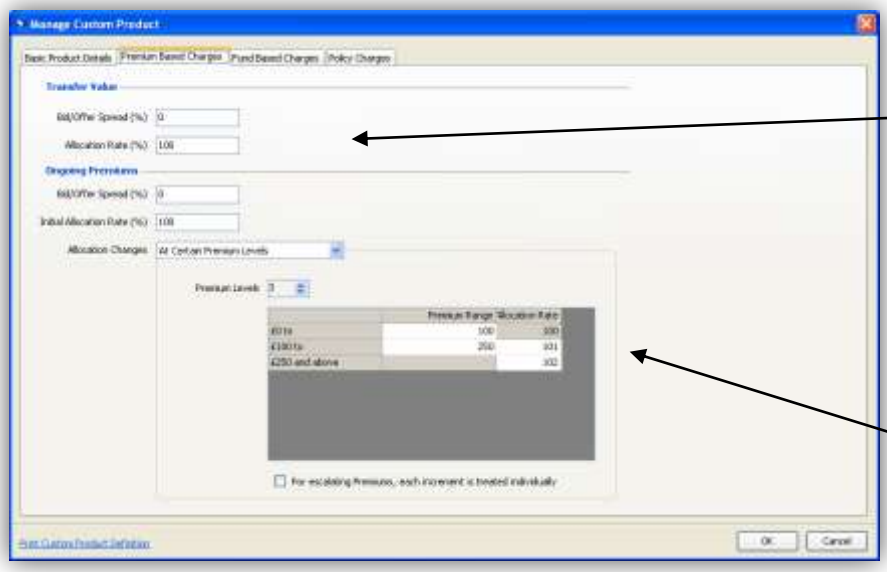
Enter the name of the custom product.

Enter a description to help distinguish between custom products.

Enter the name of the company or product provider. This will appear in the Switching Report.

A summary of the custom product can be printed at any point.

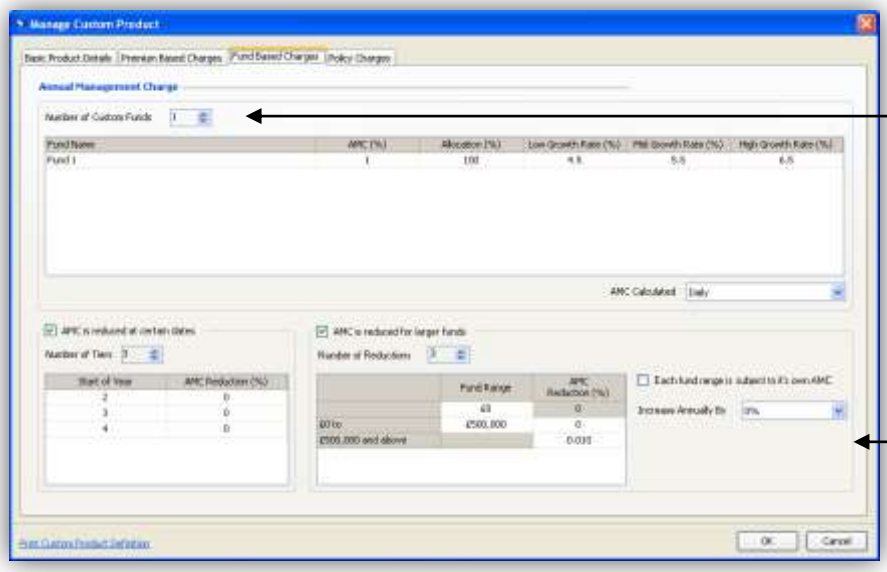
Premium Based Charges



Enter the bid/offer spread and allocation rate for both transfer values and ongoing monthly premiums.

Changes to allocation rates at certain premiums levels or dates can be entered.

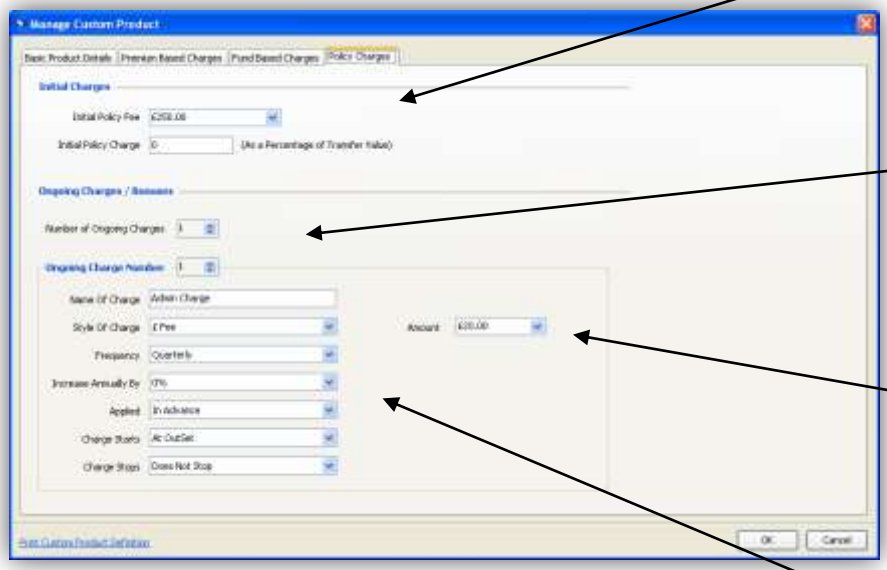
Fund Based Charges



Enter the A.M.C. for custom funds and when calculated. Funds can be renamed accordingly.

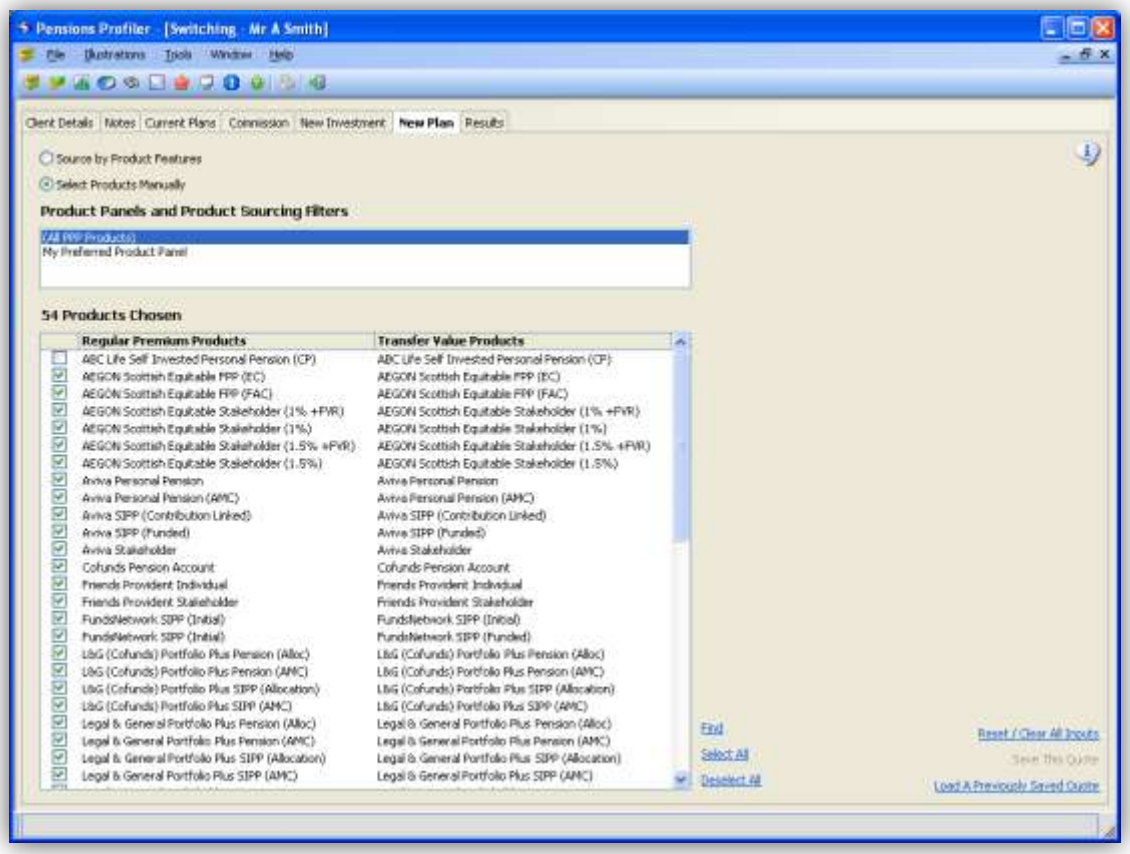
Enter details of A.M.C. tiering based on fund size or certain dates if applicable.

Policy Charges


Enter any initial policy charges.
Enter the number of any ongoing charges.
Enter the amount of the charge.
Enter the full details of any ongoing charges.

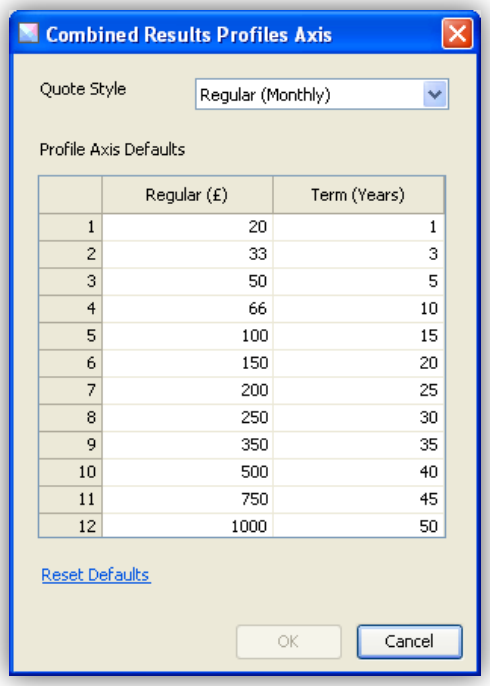
Using Custom Products

Once created, custom products are available for use within Switching, Projections and Combined Results Profiles. Custom products can be identified by (CP) after the product name.



Combined Results Profiles

The Professional version of Pensions Profiler offers the user greater flexibility within Combined Results Profiles.

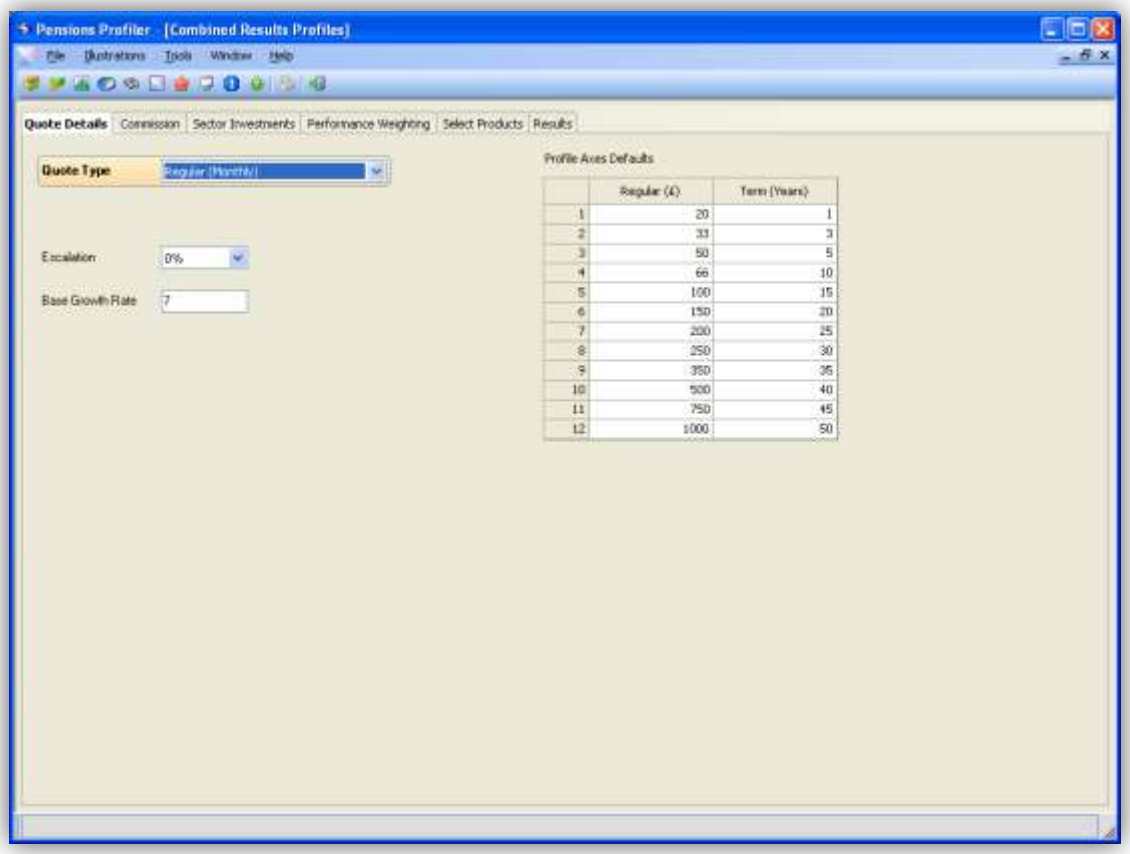


	Regular (£)	Term (Years)
1	20	1
2	33	3
3	50	5
4	66	10
5	100	15
6	150	20
7	200	25
8	250	30
9	350	35
10	500	40
11	750	45
12	1000	50

Firstly, the user has the ability to customise the basis of the calculations by adjusting the axis values, for both single and regular premium comparisons.

The axis can be changed by selecting “Tools” and “Manage Combined Results Profile Axis” from the main menu.

In addition, the Professional version also enables the user to select the products, which appear in the results section. This can include a “Product Panel” or “Product Sourcing Filter”. See page 15 and 63 for more information.



Notes

Notes

O&M Systems
3 Charter Court, Newcomen Way
Severalls Business Park, Colchester, Essex, CO4 9YA
Tel: 0845 490 1133
Fax: 0845 490 1199
Email: support@omsystems.co.uk
Web: www.omsystems.co.uk